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Results of Retail Meat Investigation *Reported in this Issue*

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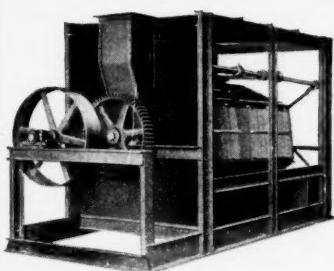
THE

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

FEBRUARY 18, 1922



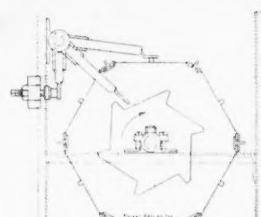
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We are very much interested in finding the oldest BRECHT cooler in existence. We have been selling good refrigerators for 69 years and we are proud to know that many of our early coolers are still giving good service. We are so anxious to find the very oldest BRECHT cooler that we are offering a reward under the conditions given below.

Do you know where an old BRECHT Refrigerator is located?

If so, send us the information with a picture of the installation, and when it was bought. YOU may win one of the big prizes. Anyone may try for the prize except *Brecht employees* and competitive salesmen. *Don't forget that the contest closes April 30th, 1922.* Better send your prize winner in now. Address Contest Editor.

Contest Opens Feb. 15th—Closes April 30, 1922

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THE PRIZES

1st Prize

For information as to the whereabouts of the
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\$100⁰⁰

8-2nd Prizes

For information regarding the location of the
eight next oldest Brecht Coolers now in service,
with photo of same. Each - - - - -

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Note:

This contest is open to everyone except the employees of the BRECHT COMPANY and employees of competitive concerns. Packers' salesmen are especially invited to enter the contest. The BRECHT COMPANY reserves the right to arbitrarily settle all disputes arising from this contest.

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THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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Chicago and New York, February 18, 1922.

No. 7.

Government Reports on Retail Meat Trade

Costs of selling meat through retail stores averaged 5.86 cents per pound in 1921, compared with 3.19 cents in 1913, wages and other overhead expenses having increased while wholesale prices were declining in the last few years. Salaries and wages were shown to be the chief items in the cost of retailing meat. Net profits ranged from about 2 per cent of sales for stores doing an annual business of less than \$25,000 to an average of 2.75 per cent of sales for stores doing a business of over \$200,000. The net profit for carry stores averaged 2.25 per cent of sales, compared with 2.13 for delivery stores.

These are among the chief results of the first extensive government investigation into the retail meat trade of the United States which has just been made public by the U. S. Department of Agriculture through the Bureau of Markets and Crop Estimates. This preliminary report deals with operating expenses and profits and was prepared under the direction of Herbert C. Marshall, with the assistance of experts from the Department, among them Charles V. Whalin and Charles H. Beauchamp.

The scope of the work covered the whole country and took many months of first-hand study by a large staff of trained men. The results are shown in statistical form, analyzing operating expenses and profits in several classes, of all stores combined, by classes of service, by size of stores, of chain stores, of stores with hotel and restaurant trade, and by sections of the country.

Comparisons are given of operating expenses in 1913, 1919, 1920 and 1921. Finally, the relation of operating expenses to wholesale and retail prices is traced.

Scope of the Investigation.

A complete canvass was made of thirty representative cities and villages by a visit to 3,507 stores, and a partial canvass of six large cities. Combination stores selling both fresh meats and groceries were found to be about twice as many as those dealing only in meats.

Of those straight meat markets visited only 10 to 15 per cent had trustworthy accounting methods. But by checks 214 sets of records were found complete enough for study. These had total sales in 1919 of \$24,646,586.91. In addition, information was received from 17 chain systems having total sales of \$18,425,345.81.

By careful analysis all this data was brought to a uniform basis and then summarized in detail in several ways: (1) by types of stores, as individual meat markets and chain stores; (2) by classes of service

performed, as delivery and non-delivery, and (3) by size of stores, as shown by their annual sales.

Straight Markets and Chain Stores.

Of straight meat markets with a strictly family trade, accounts were obtained from 70 carry or non-delivery stores, with total annual sales of \$5,542,924.94, and from 120 delivery stores with total annual sales of \$10,908,071.33. In 24 other stores with total sales of \$8,195,590.64, the trade was largely with hotels, restaurants, commissaries of railroads, and other large users, to the extent of from 30 to 80 per cent of their entire business. As this trade is a semi-wholesale character, operating expenses of these concerns are much lower than for those with substantially all family trade, and accordingly they have been grouped separately.

Chain stores are predominately of the cash-and-carry or non-service class, but among the 17 systems for which data can be minutely analyzed there are five rendering a delivery service, and accordingly the chain stores have been divided into two groups of 12 carry and 5 delivery systems.

Retail Expenses and Profits.

The first part of the detailed report discusses the expenses and profits of all

Retail Expense and Profit

Is the retailer a profiteer?

The U. S. Department of Agriculture this week makes public the results of its retail meat trade investigation. Based on the year 1919, these are important results announced:

Per cent.

Average gross profit... 18.86
Operating expense.... 16.57

NET PROFIT.... 2.29

For operating expenses the government says the retailer paid:

	Per cent.
Wages	61.86
Rent	8.03
Ice and refrigeration	4.65
Wrappings	4.59
Light, heat and power	1.27
Interest	3.08
Miscellaneous	16.54

Total 100.00

Details of the manner and method of the investigation, and results obtained, are given here by THE NATIONAL PROVISIONER.

On page 44 will be found a complete table of operating expenses and profits in the retail meat trade, based on this investigation.

stores combined. In considering this subject the report says:

"In the calendar year 1919, the period for which data regarding operating expenses and profits were obtained, it was found that the average total margin or gross profit obtained by the retail dealer was 18.86 per cent of the volume of his business as measured by sales, 81.14 per cent representing the cost of the meats at wholesale, and 100 per cent representing total sales at retail. This margin or gross profit includes total operating expenses of 16.57 per cent and a net profit to the dealer of 2.29 per cent."

"In the order of their importance, the various elements in total operating expenses were: Wages, 10.25 per cent; rent, 1.33 per cent; ice and refrigeration, 0.77 per cent; wrappings, 0.76 per cent; interest, 0.51 per cent; heat, light and power, 0.21 per cent, and miscellaneous expenses, 2.74 per cent."

"Upon the basis of these figures, salaries and wages constitute 61.86 per cent of total operating expenses, rent 8.03 per cent, ice and refrigeration 4.65 per cent, wrappings 4.59 per cent, interest 3.08 per cent, heat, light and power 1.27 per cent, and miscellaneous expenses 16.54 per cent. (Continued on page 44.)

GREAT LIVESTOCK VALUE DECLINE.

The total number of livestock on farms in the United States on Jan. 1, 1922, was only a little smaller than on Jan. 1, 1920, but the total value decreased 41.5 per cent, according to estimates issued by the U. S. Department of Agriculture on Feb. 15. The total value of livestock on Jan. 1, 1922, was \$4,799,957,000, compared with \$8,165,194,000 for the same date two years ago, showing a loss of \$3,385,237,000.

The total number of livestock on farms, including horses and mules, was 182,931,000 on Jan. 1, 1922, compared with the revised returns of 183,799,000 for the same date last year. This report giving revised figures for 1920 and 1921 based upon the census, shows that cattle, other than milch cows, decreased 651,000, or 1.6 per cent from last year, and 2,056,000 from the total of two years ago. Hogs increased 89,000 or 1.6 per cent over last year, and a decrease of 2,348,600 from two years ago. Sheep decreased 1,404,000, or 3.7 per cent from 1921, and 2,977,000 from two years ago.

The valuation of hogs on Jan. 1, 1922, was \$573,405,000, that of sheep \$173,157,000, cattle other than milch cows, \$982,666,000, and milch cows, \$1,224,767,000.

Totals of livestock on farms and ranges, not including stock in cities and villages, on Jan. 1, 1922, with comparisons for preceding years, according to the new system based upon census returns as furnished by the U. S. Department of Agriculture, are as follows:

	1922	1921	1920
Swine	56,996,000	56,007,000	59,344,000
Milch cows	24,028,000	23,594,000	23,772,000
Other cattle	41,324,000	41,993,000	43,392,000
Sheep	36,048,000	37,452,000	39,025,000
Horses	19,099,000	19,208,000	19,766,000
Mules	5,436,000	5,455,000	5,427,000
Total	182,931,000	183,799,000	190,720,000

DEPRESSION IN GERMAN MEAT TRADE

Lard and Fat Backs Now Especially Desired on Continent

(EDITOR'S NOTE.—This report by Mr. E. C. Squire, the Agricultural Department specialist, now in Europe, confirms exactly what THE NATIONAL PROVISIONER has printed for months past in letters from its staff correspondent on the Continent. Readers interested in export trade should watch for these letters, which appear at least twice a month.)

Unless the German exchange is stabilized it is doubtful whether the demands for American meat products in that country can be continued, reports the livestock and meat specialists of the United States Department of Agriculture, now in Europe.

Normally, Germany is a good market for many different types of meat products, having a particular preference for the heavy fat American pork cuts. The demand at present has narrowed down to American lard and fat backs. The purchasing power of the great mass of the population is so low as to particularly affect the purchase of foreign goods of any description. The most important trading center for American meat products of all descriptions entering Germany is Hamburg. Rotterdam in Holland is also a great trading center for American products entering Germany, especially for the Rhine valley.

The scarcity of fodder in Germany has resulted in very large slaughtering of both cattle and hogs, sufficient to appreciably decrease the number. The animals slaughtered are not well finished, but are quite lean and short of fat. A shortage of all kinds of meat by February is expected as a result of the abnormally large killings.

This possibility has lead many dealers to purchase large quantities of cheap home pork, which has been frozen for storage until the actual shortage is at hand. Live pigs of good quality have recently been selling at from 16 to 17 marks per half kilo, live weight, which is equivalent to .073 to .077 cents per pound in United States currency, according to rate of exchange prevailing on January 21, 1922, when the mark was worth .005007 cent.

Lard Shipments Accumulate in Hamburg

During the past few months Germany has imported such large quantities of lard that the consignments received by the large packers and their agents in Hamburg have accumulated. There is no demand from the interior, although all of the German distributing houses are unanimous in their opinion that the quantities held in the interior are very small. It does not appear that the accumulated stocks can be readily disposed of.

Some packers who have large stocks in Hamburg are attempting to clear out some of this supply at reduced prices. Wholesale prices of lard in Hamburg recently ranged from 25 to 25½ cents per kilo (11.3 cents to 11.5 cents per pound). Practically all of the American lard imported into Germany is used there; the percentage shipped through to Austria, Czechoslovakia, and Poland being very small. The packing of lard for German market is not confined to one or two methods, although shipments in barrels make up the greater part of the imports.

No Market for Frozen Beef.

The Germans have not been such large importers of beef as might be expected. One large German dealer estimates that there is not more than 2,000 tons per

month of frozen beef sold through the Hamburg market. There is no demand at all for chilled carcasses, while the demand at the present time for frozen beef from South America, Australia, and other countries seems to be rapidly falling off.

Representatives of one large American company state that during 1920 there were 13 shipments of frozen beef sold in Germany. So far this year they have sold only one shipload. Other companies seem to be having about the same experience. High grade frozen beef is now offered by large importers at from 9 to 10 marks (4.5 to 5.0 cents) per pound, in equal proportions of fore- and hind-quarters. Sufficient home-killed German beef can be bought for from 12 to 15 marks (6.0 to 7.5 cents) per pound, although not of such good quality.

Frozen Pork Market Depressed.

During 1919 and 1920 Germany furnished a good market for American frozen pigs, especially of the heavier weights. There is normally a good demand in Germany for large numbers of American salt pork cuts, such as American clear bellies, dry salt

ham, short clear middles, Wiltshires, etc. At the present time, however, trade with Germany in these products is practically impossible on account of the low prices prevailing. Frozen pigs bring only from 18 to 20 marks (9 to 10 cents) per pound. Notwithstanding this some of the American packers are trying to relieve their stocks of frozen American pigs now held in England by shipping them to the German market.

There is a government ruling that imported pigs can only be imported in whole sides with the heads still on. Consequently, pigs shipped to England that are not split down the back must be split into sides before they are marketable in Germany. This ruling prohibits the importation of frozen pork cuts, such as pork loins, hams, etc.

Fat Backs in German Market.

At the present time about the only cured pork cut moving is fat backs. These also come within the above ruling, although it is interesting to note that large quantities come in against government regulations. Fat backs are packed for the German market the same as for other markets, i. e., in boxes to contain about 500 pounds net.

(Continued on page 37)

What Trade Associations May Legally Do

That trade associations' activities do not contravene the Sherman anti-trust law and are therefore legal, unless they develop in actual practice enhanced prices, suppress competition and curtail production, is expressed in a recent opinion of Attorney General Daugherty, informally and tentatively, in reply to an inquiry made by Secretary of Commerce Hoover. These views are in complete accord with those of Mr. Hoover.

Since there is such a general unsettled condition regarding the proper provinces of trade associations, Mr. Hoover had asked the Department of Justice as to the legal limits within which trade associations could operate, in connection with the Department of Commerce's plans for publication of trade statistics gathered by such associations.

Mr. Hoover pointed out that "the activities of trade associations that have received the greatest criticism involve the collection of statistics relating to volume of production, capacity to produce by districts of production, wages, consumption of products in domestic and foreign trade, distribution thereof including volume of distribution by districts, together with figures as to stocks on hand, wholesale and retail, by districts, coupled with information as to price, either in the form of individual reports of each member distributed to every member, or the individual prices reported to the association and by the latter compiled and averaged by districts for certain periods."

Hoover Favors Trade Associations.

Mr. Hoover advocated trade associations for progressive economic organization but said that "the character of trade organization, the existence of which should be preserved, is one that carries lawful purposes only in its articles of association; its activities must be in harmony with its purpose. The articles of association, with their lawfully declared purposes, must not be used as a mask to hide unlawful purposes."

To clear the matter up Mr. Hoover asked the Attorney General's views as to eleven

specific forms of trade association activity, embracing a wide field of operation. Mr. Hoover inquired whether, subject to various limitations, an association could provide a standard system of cost accounting for its members if the costs arrived at were not distributed; if uniformity in the use of trade names and phrases could be provided; if standardization of grades, quality, processes of production, etc., could be arranged; if information could be furnished as to financial responsibility; if insurance could be handled; if co-operative advertising could be engaged in; if legislative questions affecting a particular industry could be handled, and if statistics showing production, distribution and wages could be collected from its members and compiled for the information of the Secretary of Commerce.

Mr. Hoover inquired further if a trade association could engage in any or all of these activities provided there was no intent to hide some agreement actually to restrain trade or otherwise to violate the anti-trust laws.

No Objection to Cost Accounting.

In reply the Attorney General stated that, with regard to the first question, he held there was no apparent objection to a standard system of cost accounting, but associations should be warned to guard against uniform cost as to any item of expense, and suggested the elimination of a part of one question as to the propriety of an association furnishing trade-marks for its members.

Continuing, Mr. Daugherty wrote as follows: "I can see nothing illegal in the exercise of the other activities mentioned, provided always that whatever is done is not used as a scheme or device to curtail production or enhance prices, and does not have the effect of suppressing competition. It is impossible to determine in advance just what the effect of a plan when put into actual operation may be."

"This is especially true with reference to trade associations whose members are vitally interested in advancing or, as they term it, stabilizing prices, and who through the medium of the associations are brought into personal contact with each other.

"Therefore the expression of the view that the things enumerated by you, with the exception stated, may be done lawfully is only tentative, and if in the actual practice of any of them it should develop that competition is suppressed or prices are materially enhanced, this department must treat such a practice as any other one which is violative of the anti-trust act."

PACKINGHOUSE COST ACCOUNTING

Cost Finding and Accounting Methods Outlined

By J. H. Bliss, Chairman Committee on Standardized Cost Accounting, Institute of American Meat Packers.

(EDITOR'S NOTE)—Frequent inquiries are received by THE NATIONAL PROVISIONER from packers and others who are anxious to learn of the best methods of cost finding and packinghouse accounting. The Institute of American Meat Packers, through its Standardized Cost Accounting Committee, has provided its members with the first constructive material along these lines ever developed within the meat packing industry.

In this series of articles Chairman Bliss, who is general auditor for Swift & Company, has outlined the methods which meet with the approval of the Committee, and which may be adapted to the particular situation of any packer who desires to follow the best practice.

This is the second installment of Mr. Bliss' article.)

We are all quite familiar with the cost figuring procedure for ordinary manufacturing operations, and little time need be spent in elaborating on that. It is simply a putting together of materials of known costs, a determinable amount of labor, and an average amount of expense, into a finished product.

This method of cost figuring is used in the packing industry wherever it is appropriate. It is applicable to such operations as the:

- Manufacture of sausage
- Manufacture of soap
- Manufacture of oleomargarine
- Manufacture of boxes
- Manufacture of cooperage
- Manufacture of commercial fertilizer
- Manufacture of canned meats, etc.

The cattle business in the packing industry is a good example of that class of manufacturing operations producing major products and by-products. Dressed beef is the major product from this operation. By-products include hides, oleo oil, stearine, tallow, tongue, other edible small products, bones, horns, tankage, fertilizer, etc. The dressed carcass of beef is the largest single product made from cattle by these operations and represents about 50 to 60 per cent of the live weight. This is the prime product produced in the slaughtering and packing operations in the cattle business.

Beef is customarily marketed at wholesale in the form of dressed carcasses, either as quarters or sides, or whole carcasses. When the beef carcass is received by the retailer, it is cut up into various parts, such as roasts, steaks, etc. The retailer faces a problem in joint costs. He knows what the whole carcass costs him, knows what the various cuts that he makes from it are worth. He knows that the market value of these various cuts varies widely, and he is therefore unable to apply or spread the total cost over them on any average basis. These retail cuts are simply joint products for which individual costs cannot be computed.

Example of Cost Figuring for Cattle.

Since the beef is customarily marketed in the form of dressed carcasses by packing houses, it is the one major product resulting from the cattle operations. Table No. 1 is an example of cost figuring for a representative lot of cattle.

(Table No. 1.)
EXAMPLE OF COST FIGURING FOR LOT OF CATTLE.

1. Live cost 46 head, weight 52,399 lbs. avg. 1,138, native steers, at \$7.00...\$3,667.30
2. Expenses, killing, dressing, chilling (estimated for month)..... 118.00
3. Allowance—Condemnations, trimmings, etc. (average)..... 17.77
Total outlay on lot..... \$3,803.10

4. Less credit for hides (cured values less expenses curing and marketing).....	387.06
5. Less credit for fats (value of products less expenses).....	116.30
6. Less credit for other by-prod. (value of products less expenses preparing).....	125.73
Total by-products' credits.....	\$ 629.09
7. Balance—Plant cost of carcasses, in cooler	\$3,174.01
8. Dressed carcasses weighed 29,615—yield 56.53% of beef.	
9. Average dressed cost per cwt.....	\$ 10.72
10. Add selling costs and expenses.....	1.87
Total cost of lot, per cwt.....	12.59

You will note that this example emphasizes clearly the effect of the yield of beef on prices, creating the spread between the live price and the cost of the beef produced. The total live weight was 52,399 and the weight of the dressed beef only 29,615. This is a yield of 56.53 per cent of beef out of the live weight. The live cost was \$7.00 per cwt., which means \$7.00 for each hundred pounds of live weight. Considering that the yield of beef is only 56.53 per cent would have the effect of almost doubling this price as applied to the dressed beef produced. This is the most important single factor in accounting for the spread between the cost of live cattle and the cost of dressed beef, and is probably one of the most confusing factors in the mind of the average consumer.

Note also that the value of the by-products is considerably in excess of all the expenses, so that the dressed beef might be sold at a good margin over cost and still be sold for less money than was paid out for the live animal.

The credit for hides is arrived at in the following manner:

From the current market price for this particular grade of cured hides is deducted sufficient to allow for the shrinkage and expenses in curing and marketing. This gives the present value of the green hides per cwt. This price is applied to the actual weight of hides produced by each lot.

How to Conduct a Sausage Campaign

A limited number of reprints of THE NATIONAL PROVISIONER'S "feature story" of the Chicago Sausage Campaign are available for packers, sausage-makers or others who desire to plan a sausage campaign, or to boost sausage sales in their territory.

Many packers and sausage manufacturers are furnishing this 8-page illustrated "Story of a Sausage Campaign That Got Results" to their salesmen for use in their daily work.

As long as the supply lasts THE NATIONAL PROVISIONER will be glad to furnish this "sausage campaign handbook" to the trade free of cost. Apply to the Chicago office, Old Colony Bldg., Chicago, Ill.

The credit for raw fats is likewise figured backwards. Starting with the market value of the yield of oil and stearine from fats, the expenses of rendering and marketing are deducted and an allowance is made for the yield of such oils and stearine. This gives the basis for valuing the fats produced from each lot in their present raw state with a fair degree of accuracy.

The credit for other by-products, which includes everything else produced out of the animal, is all computed in the same manner. That is, from the values of the finished products at current markets are deducted the expenses of preparing and marketing, which gives the present value of such by-products in their raw state.

Determining Value of By-Products.

The values of by-products should be determined on the basis of current market prices, for that is the only known basis. It is impossible to predict what the market for these by-products may be 30, 60 or 90 days hence, when they are disposed of, and to use other than the present market in figuring their values would be mere guess work.

When the current market price is used, any loss or gain realized upon the ultimate disposition of the by-products will be made up of two factors:

1. Loss or gain due to changes in market values of by-products between date of slaughter and date of sale.
2. Loss or gain due to adjustments in expenses and yields.

As the by-products are figured at their full value, based upon the present market, it follows that the results of these transactions will show as a profit or loss in the disposition of the beef.

These results shown on the disposition of the beef, being the profit or loss between the cost as figured and the price sold for, are subject to periodical adjustment as follows:

- a. Loss or gain on realization of by-products.
- b. Difference in expenses between estimated and actual. Applying these adjustments gives the final results, profit or loss, on the cattle business as a whole.

Cattle are customarily bought in the central live stock markets in lots ranging from one or a few head to several carloads. Usually the lot as bought is the basis for cost figuring. In some cases purchases of small numbers may be combined into one lot for slaughtering and cost figuring purposes, especially if they are of the same kind and grade.

Almost all of the beef products are sold fresh and have to be marketed within a very limited time after slaughter. The markets for beef and for beef products are changing from day to day. It is necessary, therefore, that the costs of these lots killed daily should be figured within a very few hours after the operations take place. This necessitates estimating expenses and yields of various products on the basis of averages. Hence the results in the beef business within a period, for a day or a week, may be subject to some minor adjustments, but when the business for a period is considered and the adjustments for expenses and by-product values are applied, these become the final figures for the cattle business.

Dressed beef is customarily inventoried at cost, for costs are figured and are available. By-products, however, are customarily inventoried on the basis of market values, for no other values are or can be determined.

Hog Business Makes Good Example.

The hog business in the packing industry is a good example of operations producing joint products. Pork products are customarily marketed in the form of cuts, loins, hams, bellies, shoulders, etc. Very little pork is marketed in the form of a dressed carcass, as in the case of dressed beef.

(Continued on page 25.)

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

CHANGES IN EXPORT BILL FORMS.

Exporting packers will be interested in a recent announcement by the Interstate Commerce Commission of some minor changes which they have authorized made in bills of lading forms and the livestock contract forms as follows:

Export Bill of Lading.—The asterisk before "Measurement (subject to correction)" should be eliminated.

The last word in the passage preceding the title "Contract Terms and Conditions" should be "assigns" instead of "assign."

Domestic Bill of Lading.—On the face of the bill the word "for" should be changed to "or" in the passage "if on its own road for its own water line," etc. In the first line of section 2 (a), the word "then" should be "than." In the first line of section 4 (a), the word "tariffs" should be "tariffs."

Livestock Contract.—In line 3 of section 4 (a) the word "whatever" should be "whenever." These, and any other typographical errors which may be discovered, will be corrected when the reports are printed in the bound volumes of the commission's reports. The commission did not prescribe certain details as to spacing, etc. Upon request of the carriers, at the instance of interested shippers, the commission has stated that it would interpose no objection to the insertion, in the export bill of lading, of a line preceded by the word "route."

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Caretakers of Stock Shipments.—In No. 13461, Sioux City Live Stock Exchange, Sioux City, Ia., vs. C. St. P. M. & O., et al., asks that defendants be required to make applicable from points in Minnesota to Sioux City, Ia., same rules with respect to transportation of caretakers of live stock shipments as apply to South St. Paul, Minn.

Postpone Export Bill of Lading.—Oscar Mayer & Co., Inc., Evansville Packing Co., Greenwald Packing Co. and Jones & Lamb Co. have been permitted to intervene in No. 13107, the National Live Stock Exchange vs. A. T. & S. F., et al. On petition of the respondent carriers the commission has postponed until March 15 the effective date of its order of October 21, 1921, in No. 4844, export bill of lading. The order was originally made effective February 15.

Rate on Fresh Frozen Beef.—A finding of unreasonable and an award of reparation have been made in No. 11233, Cincinnati Abattoir Co. vs. Director-General, P. C. C. & St. L., et al., opinion No. 7341, 66 I. C. C. 65-6, as to the rate on fresh frozen beef, in carloads, from Columbus, O., to New York, shipped in February and April, 1918. The shipments moved over the Pennsylvania system's lines under permits issued by the committee in charge of the routing of shipments during that period. The permits specified the Pennsylvania lines because the New York Central lines were embargoed. Charges were collected at the first-class rate of 69.5 cents. Commodity rates of 39 and 45 cents applied during February and April from London, O., to New York by way of the Pennsylvania lines through Columbus. The tariff naming the rates provided, in accordance with rule 77 of tariff circular 18-A, that upon reasonable request therefor rates would be established from inter-

mediate points not exceeding those from more distant points, on one day's notice. The complainant did not make application for the establishment of the commodity rate from Columbus prior to the time the shipments moved. After the meat was shipped the Pennsylvania system established a commodity rate of 42.5 cents from Columbus to New York. The commission held that 36.5 cents would have been the reasonable rate on the February shipments and 42.5 cents on the April shipments because they were 77 per cent of the contemporaneous rates between New York and Chicago and Columbus was a 77 per cent point.

Carload Western Sheep Rates Reasonable.—In No. 10040, U. M. Slater, Inc., et al., vs. Southern Pacific Co., Director-General, as agent, et al. Defendants' interstate carload rates on sheep in double-deck cars from certain points in Idaho, Oregon, Nevada, and California to San Francisco, Calif., and bay points, except from Kirk, Ore., found not unreasonable. Reparation from Kirk, Ore., awarded and a basis of rate readjustment indicated.

Rates on Green Salted Sheep Pelts.—In No. 11792, Swift & Co. vs. Chicago, Burlington & Quincy R. R. Co., Director-General, as agent, et al., rates on green salted sheep pelts in straight carloads, and sheep pelts, in mixed carloads, from Denver, Colo., to St. Joseph, Mo., and Chicago, Ill., found unreasonable. Reasonable maximum rates prescribed, and reparation awarded.

Cotton Seed Rate Slashed.—To aid the section of the Palo Verde Valley the rates on cottonseed to Los Angeles were reduced recently from \$10 to \$9 per ton on carloads from Blythe and Ripley, and the schedule was put into effect at once, the usual 30-day notice being waived.

Ask Rate Reduction on Live Poultry.—The Southern Poultry & Egg Shippers' Association and the Live Poultry and Dairy Shippers' Traffic Association have

filed a complaint with the Interstate Commerce Commission protesting against the rates on live poultry in Southern classification territory. The complaint contends that live poultry should bear the same rate relationship as that between live cattle and dressed beef.

PERISHABLE FREIGHT DOCKET.

The subjects listed below will be given consideration by the National Perishable Freight Committee at an emergency hearing to be held at committee headquarters, Room 1404 Pontiac Building, 542 South Dearborn street, Chicago, Ill., on Thursday, March 2, 1922, commencing at 10 a. m., standard time. Interested parties are invited to present their views before the committee. Those desiring to present their views in writing will forward same to the chairman of the National Perishable Freight Committee, in sufficient time to insure receipt not later than the date above mentioned.

Subject No. 531: †Furnishing Egg Racks and Movable Slats restricted to shipments moving under Official Classification; 535: *Protection of Cheese by Hay, Straw, etc.; 536: †Preservative with Beer, Beer Substitute and Cereal Beverages; 544: †Stated refrigeration charges from California to North Dakota; 552: †Icing charges on cars held account Bad Order (cars under cost of ice); 556: †Refrigeration charges on Less-than-Carload Traffic; 563: †Pre-cooled and Pre-iced cars of Citrus Fruit and Vegetables from Florida; 565: *Refrigeration on Dairy Products from Interstate Points to Los Angeles; 567: †Equalization of heater charges, Kansas to Missouri versus Missouri to Missouri; 568: †Rule 630 to be limited to iced cars only; 571: *Filing with Interstate Commerce Commission, list of Regular and Emergency Icing Stations; 574: †Additional Protective Service Against Cold at Destination.

Note: *Docketed by Shipper. †Docketed by carrier.

Meat Packing is Country's Greatest Industry

The meat packing industry is not only the largest single industry in Chicago, but also in the United States, and probably in the world. This was what Charles E. Herrick, vice-president of the Brennan Packing Company, told Chicago Rotarians at a luncheon this week. "It is probable, moreover," declared Mr. Herrick, "that no other industry in the world operates on such a small margin of profit and renders such efficient service."

As evidence of the greatness of the meat packing industry, Mr. Herrick stated the following facts:

1. Census figures just issued show that the slaughtering and meat packing industry is the largest in the United States. The value of the products of 1,305 establishments in various parts of the country in 1919 was \$4,246,290,000. The next largest industries are:

Iron and steel, steel works and rolling mills	\$2,812,775,000
Automobiles	2,387,833,000
Foundry and machine shop products	2,321,129,000
Flour mill and grist mill products	2,193,007,000
Cotton goods	1,887,919,000

2. The census figures also show that during the year 1919 the packing industry paid out for raw materials, principally livestock, the enormous total of \$3,774,901,000, or about 89 cents for every dollar of value in the finished products. The packers' manufacturing margin, including wages and all production expenses, amounted to only about 11 per cent of the total value of the finished products. The average manu-

facturing margin for all industries in the United States in 1919 was about 40 per cent.

3. The value of the output of the packing industry throughout the United States in 1919 exceeded the combined turnover for 1920 of the following corporations of national scope:

Cluett, Peabody Co., Baldwin Locomotive Co., American Locomotive Co., Procter and Gamble, B. F. Goodrich Co., Federal Rubber Co., U. S. Rubber Co., Westinghouse Electric & Manufacturing Co., General Electric Co., Bethlehem Steel Corporation, U. S. Steel Corporation, American Tobacco Co., The J. I. Case Threshing Machine Co., Endicott Johnson Corporation, American Sugar Refining Co., White Motor Co., Stutz Motor Co., United Drug Co., Western Electric Co.

4. The output of Chicago's slaughtering and meat packing establishments in 1919, numbering more than 60 and probably in excess of 100, was valued, according to the most recent census figures, at the tremendous total of \$1,083,090,049. This sum represented practically a third of the value of the output of all manufacturing industries in Chicago combined, which was \$3,658,740,000.

5. Approximately one-seventh of all the meat produced yearly in the United States is dressed and processed in the more than 60 establishments at Chicago. This amount is sufficient to supply the population of the fifteen largest cities in the United States, or to provide a pound and a half of meat for every living human being.

6. An average of almost one and one-quarter million dollars' worth of livestock was sold each day during 1921 in the Chicago stock yards.



APROMINENT Dutch architect designed one of the finest buildings in Holland—The House of The Butchers' Guild—known today as one of the finest examples of architecture. It is a monument to the organization spirit of the old country butchers' trade.

Sausage making is still one of the major crafts of the Continental butchers—but America has proven that fine, delicious bolognas and other varieties of sausage can be made here also. Many firms in the East, the West, the North and the South have built up very large businesses by producing the finest bolognas and sausages. This is evidence that the art of fine sausage-making has not died. But, unfortunately, it is not practiced enough for the good of the entire industry, or for the good of the meat consumer and his pocketbook.

"THE PACKERS' ENCYCLOPEDIA"

The Blue Book of the American Meat Packing and Allied Industries

has devoted one entire chapter to the manufacturing of bologna and sausages. It is full of tested recipes for all kinds of American, German, French, Italian, Polish and other sausages.

It brings before your eyes the practice of some of the most successful manufacturers of today. This chapter deals briefly with all the practical and scientific facts of the craft—selection of meats, curing, spices, moisture absorption—fresh, smoked and summer sausages, and many other facts interesting to the sausage-maker.

This subject has never before been so fully covered. The matter has been carefully prepared and edited by some of the best authorities in the country. Only a limited edition of the Blue Book of the American Meat Packing and Allied Industries will be published. It is suggested that you place your order at once.

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Chicago, Ill.

TRADE GLEANINGS

The Carolina Packing Co., Wilmington, N. C., has resumed operations.

Robert Misell is contemplating a new packing plant at Concordia, Kans.

Work on the new plant of Adam Brown, Spokane, Wash., is to be started soon.

The Schaffner Bros.' new packing plant at Erie, Pa., is reporting good business.

The Marx Hide Co., Louisville, Ky., is reducing its capital from \$100,000 to \$30,000.

The Henry Burkhardt Packing Co., 235 S. Irwin street, Dayton, O., recently sustained a loss of about \$25,000 by fire.

Plans have been discussed among live-stock producers for establishing a large packing plant at San Benito, Tex.

The Hammond Packing Company's plant at Cheyenne, Wyo., was recently destroyed by fire with a loss of about \$300,000.

Excell Tanning Co., Boston, Mass., has been incorporated with a capital of \$10,000 by Michael J. Reardon of Salem and others.

The Greenville Abattoir Co., Greenville, Miss., has been incorporated and will construct a slaughterhouse and cold storage plant.

The Wilson Slaughtering Device Co., Raystown, Mo., will build a plant for the manufacture of slaughtering devices which will cost about \$50,000.

Plans are under way for opening a new co-operative packing plant at Murphysboro, Ill., to be owned and operated by farmers of Jackson and adjacent counties.

The Dumont Fertilizer Co., 524 Walnut street, Philadelphia, Pa., of which Horace T. Dumont is president, will shortly spend about \$25,000 in erecting an addition to their plant at Canton, Pa.

The S. L. Agoos Tanning Co., Inc., Boston, has been incorporated with a capital of \$75,000 by Samuel L. Agoos of Brookline, and Norman D. Nixon and Albert J. Cohen of Boston, Mass.

The Vegetable Oil and Products Company, San Pedro, Cal., operated by the Globe Milling Co., Los Angeles, Cal., is reported to have in mind additions to its plants in the near future.

The Morris Tanning Co., Peabody, Mass., has been incorporated with a capital of \$100,000 by Charles D. C. Moore, of Swampscott, Abraham Cohen of Beachmont, and Louis R. Covner of Boston.

R. L. Harkey, Russellville, Ark., has started a tannery, which is increasing its business steadily, utilizing in addition to the local supply of hides those supplied by the Little Rock Packing Co., Ark.

Paul Hunt Pork Products Co., Jefferson City, Mo., is the name of a new packing company of which Paul C. Hunt is the owner. A considerable amount of machinery will be installed.

The Southeastern Packing Co., Okeechobee, Fla., has been incorporated with a capital of \$150,000. The officers are as follows: G. B. Skipper, president; Russell H. Hull, vice-president, and Lytle Hull, secretary and treasurer.

The Munro-Sexton Co., 43-44 South Market street, Boston, Mass., has started a wholesale business in Western beef and provisions. The officers are: Everett W. Munro, president; Alfred M. Sexton, treasurer, and George E. Sexton, secretary.

The Committee of Listing of the New York Stock Exchange has ruled that Allied Packers' 6 per cent debenture bonds of 1939 be dealt in and that certificates of deposit representing the same bonds be dealt in flat, which rescinds the ruling of Jan. 31, 1922.

ARMOUR LEATHER ROUNDS CORNER.

The annual report of the Armour Leather Company for the fiscal year ending November 1, 1921, showed heavy operating losses, but as is stated by President Henry W. Boyd, an operating profit of \$869,000 was made during the last quarter of the year. The first quarter of the present year will also show a profit, so that the company has rounded the corner and the prospect is a good one for the rest of 1922, as the hide and leather markets are sound.

In his report to the stockholders President Boyd said:

This report covers the period of November 1, 1920, to November 1, 1921, during which time, as a whole, heavy operating losses were necessarily recorded.

Hides declined from war-time prices of 50c to 20c at the end of the fiscal year 1920 and then to 6c in April, 1921. The largest part of this decline did not take effect until April.

The finished products in which a restricted business was done from November to March at about inventory prices

were slow to follow the decline of hides and the heavy losses herein stated, were made when replacement was possible at a profit.

We followed a conservative policy in the purchase of hides from August, 1920, until April, 1921, during this time working at moderate capacity, tanning hides for others and finishing our own.

With our hides inventoried at cost and leather at the market, we made an operating profit during the last quarter of \$869,000. The first quarter of this year will also show an operating profit.

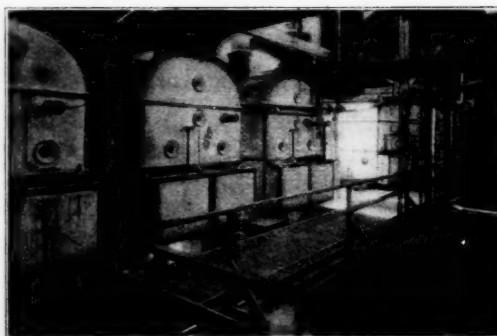
We are of the opinion that the hide and leather markets are sound and that the remaining three quarters of 1922 will show profits.

The financial statement showing assets and liabilities as of October 29, 1921, is given as follows:

ASSETS.	
Capital Assets:	
Lands, building and machinery	\$9,300,100.36
Equipment	398,756.72
Investment in allied companies	2,595,000.00
Total capital assets	\$12,302,866.08
Current Assets:	
Inventories	\$13,961,254.56
Accounts and bills receivable	4,131,889.29
Cash	2,594,767.57
Investments, misc. securities	20,163.79
Total current assets	\$20,717,075.31
Deferred charges	231,208.38
Total assets	\$33,251,149.77
LIABILITIES.	
Capital Liabilities:	
7% cumulative pfd. stock authorized 250,000 shares of \$100.00 each	\$25,000,000.00
Issued—100,000 shares	\$10,000,000.00
Common Stock—Authorized and issued 1,000,000 shares of \$15.00 each	\$15,000,000.00
Founders' Stock—100,000 shares of no par value sold for 500,000.00	
Total capital stock	\$25,500,000.00
Deficit to Oct. 30, 1920	\$4,313,653.51
Deficit 12 months to Oct. 29, 1921	7,564,196.51
Total deficit to Oct. 29, 1921	11,877,850.02
Total capital liabilities	\$13,622,149.98
Current Liabilities:	
Notes payable, bank	\$15,185,500.00
Purchase notes payable	539,600.60
Foreign drafts payable	123,437.03
Accounts payable	560,075.76
Total current liabilities	16,438,633.41
Armour and Company	3,190,306.38
Total liabilities	\$33,251,149.77
RESULTS BY PERIODS.	
Two months to Dec. 31, 1920, loss	\$1,311,182.36
Four months to April 30, 1921, loss	3,932,821.92
Three months to July 30, 1921, loss	3,189,386.31
Three months to Oct. 29, 1921, gain	863,194.08
Deficit for 12 months to Oct. 29, 1921	\$7,564,196.51

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Must Cut Ocean Rates

Packers who export have indicated that they need a reduction in ocean rates for 35 degree to 45 degree space for shipping to the United Kingdom. That they are solidly for a reduction was seen in the replies to a recent inquiry sent out by the Institute of American Meat Packers.

Statements to the effect that some steamship representatives have persuaded certain packers to accept space at the present high rates are therefore untrue. Packers know that to do so would be detrimental to their best interests and they are not likely to make any such bargain. What has happened is that in some cases packers have been urged by steamship agents to close for their requirements, but refused to do so until there had been a proper readjustment of rates.

The fact is that the carriers are imposing unfair conditions upon American exporting packers. The same onerous

THE NATIONAL PROVISIONER

conditions have not been imposed upon their competitors. American exporting packers are entitled to equitable rates for their own sake. Certainly they should not be subjected to discriminatory treatment. Therefore they should refuse to submit longer to unreasonably high rates, and should not allow steamship agents to attempt to perpetuate these conditions.

that the President will be given certain discretionary powers to alter tariff rates, made necessary through currency depreciation, unfair trade practices, discrimination and other factors. In doing so he would act upon advice of administrative authorities and a tariff adjustment board.

Of the arguments advanced against the American valuation plan in the proposed Fordney tariff bill, one of the most important is that we cannot hope to sell where we are not willing to buy. American valuation will shut the markets of Europe against American goods. Europe can only buy from us on the basis of an exchange of goods. American valuation will, therefore, cut off not only trade with Europe, but with South American and other countries as well, because it will force European nations to buy their meats and other foodstuffs from South America, Australia, Canada, etc.

American valuation will practically prohibit the importation of foreign goods, because the duty will be based not on the foreign purchase price, but on the estimated value of comparable articles in the American wholesale markets. This will have the effect of increasing wholesale prices. The plan simply amounts to a pyramiding of duties and is vicious in its effects for that reason.

This new valuation plan will further depress foreign exchange, because it deprives Europe of an exchange market. By so doing it may make it impossible for European governments to pay what they owe us, which would result in high taxation, high prices and business stagnation.

Contrary to the arguments of those advocating the American valuation plan, it is believed that it will not increase revenue from tariff, for since imports will decrease as has been indicated, the customs revenue would suffer.

Finally, this American valuation will be likely to affect adversely the livestock producers of the country. For along with other American products the prices of farm products would be decreased, because there would be no foreign market for surplus farm products, and this situation would, if continued, undermine the agricultural prosperity of the United States. With a reduction of our trade abroad and the curtailing of the buying power of agricultural classes there would be a reduced demand for labor. And the American farmer and the worker are the best retail customers of the country.

For these fundamental reasons, which affect the country at large, as well as for the interest of the meat industry itself, the American valuation plan as proposed in the Fordney tariff should be defeated.

American Valuation Opposed

Recent reports from Europe show that the meat trade has poor prospects because of conditions over there. American packers are not taking any part in the tariff controversy, but they are not anxious to make the chances for trade recovery even less bright by unwise tariff legislation.

For this reason the recent poll of the United States Chamber of Commerce is of great significance. That referendum indicated that more than half of the business men of the country were opposed to the American valuation plan. Following this vote and the fact that President Harding took exception to American valuation in a recent message to Congress, the plan as originally contemplated has been abandoned and will be modified. It is likely

PRACTICAL POINTS FOR THE TRADE

EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises F. J. Gardner, chairman, Swift & Company; Myrick D. Harding, Armour & Company; W. B. Farris, Morris & Company; S. C. Frasee, Wilson & Company; John Robertson, Miller & Hart; Arthur Cushman, Allied Packers, Inc., and James E. Gallagher, Guggenheim Bros., all of Chicago; Geo. M. Foster, John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

YIELDS ON VARIOUS HOG CUTS.

In this column last week THE NATIONAL PROVISIONER gave the condensed directions of the Committee on Packinghouse Practice of the Institute of American Meat Packers on the handling of commercial tankage. This is a very interesting subject, and what was said last week is followed here by the results of an investigation by the Packers' Service Bureau as to the amount of tankage produced per hog. The results are interesting, if not surprising. The report says:

In a well-conducted packinghouse where by-products are handled with the utmost care, it has been found and demonstrated that an average packer's hog, say of 230-pounds, live weight, will produce 3 to 3½ pounds of tankage. This does not include concentrated tankage from "stick."

The figures received from hundreds of packers show such a great variance that it was decided not to publish the full report, but merely give the most outstanding figures of comparison as to the amount of tankage some packers get from their hogs, which is as follows:

Live Weight	Lbs. Tankage per hog
1.....	210
2.....	232
3.....	225
4.....	245
5.....	230
6.....	234
7.....	204

There is no question that a slight allowance should be made between the weights of tankage received from different hogs, considering the quality of hogs and the sections of the country they are slaughtered, but when one packer received 200 per cent more tankage from hogs, it is very evident that a lot of material is going to the inedible tankhouse which actually belongs in the edible department.

These figures have been furnished voluntarily by packers, and since inedible by-products are selling at such low prices today, the packer who is in doubt as to what is going to his inedible tankhouse should investigate quickly.

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1. IT PAYS US. We are even getting orders by telegraph!

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YIELDS ON VARIOUS HOG CUTS.

A Southeastern packer has made the following inquiry:

I am wondering if you have such a thing as a table of yields on various cuts in the hog, live and dressed weights.

To this the Committee on Packinghouse Practice replies as follows:

The yield of dressed hogs based on the live weight will, of course, vary considerably with the quality of the hogs. We append a table of yields of the principal standard cuts based on the live weight. The tests represented by these figures covered good quality hogs.

The percentages of sweet pickle and dry salt bellies are based on the bellies being cut at the scribe mark.

The chilled dressed yields must also be taken as being only approximate, as the yield will vary considerably even in the same quality of hogs.

Av. live weight hog.	150	200	300	400
yield,	lbs.	lbs.	lbs.	lbs.
pet.	pet.	pet.	pet.	pet.
S. C. hams.....	13-14	13-14	13-14	13-14
Picnics.....	6½	6-6½	5-6	5-6
N. Y. shoulders.....	13	12-13	11-12	...
Boston butts.....	4½	4½	4	4
Boneless butts.....	2	2	2	2
Regular plates.....	4	4½	5	5
Clear plates.....	2½	2½	2½	2½
Rough pork ribs.....	35-36	36-37	36-37	36-37
Short clears.....	30	33	31-33	...
Ex. short clears.....	24	25-26	25-26	...
Pork loins.....	10	9½	9½	9
S. P. bellies.....	12	13½	...	...
D. S. bellies.....	15	14-15	14-15	...
Fat backs.....	9½	11-12	11-12	...
Pounds per hog:				
Full sheet spare ribs	2½	4½	5½	6½
Front feet.....	1-½	1-½	2-½	2½
Hind feet.....	1½	1½	2½	2½
Leaf lard.....	3-4	5-7	10-12	14-16
Pct.	Pct.	Pct.	Pct.	Pct.
Chilled dressed yield including heads, leaves and facing.	74	76	78	79
Cutting yield cuts, all trimmings....	70	72-73	74-75	75-76

TO AVOID HEATED BEEF LOSS.

Reports from members of the Institute in various sections of the country indicate that they are experiencing more or less trouble and considerable loss from heated beef. This is particularly true of the hind quarters, including the rounds and loins. Members were asked, therefore, to tell their recent experiences with this difficulty and what they have done to overcome or partially overcome this souring.

To this request for information a considerable number sent replies from which have been taken the following valuable suggestions:

From a Chicago packer comes the advice that the best way to overcome trouble with heated beef is by careful spacing in the coolers with good circulation and effective refrigeration.

A California packer stated that "on heavy steers we find by opening them right under the aitch bone with thin bladed knife, that this will eliminate all sour hindquarters."

By an Idaho packer the following suggestion is made: "We make it a practice to have our animals well cooled off before killing. However, an animal is killed occasionally while overheated and in that case the result very often is that the meat is partly in bad order."

Several Indiana packers replied. Of them one says: "There is only danger of sour or heated beef when our coolers

are crowded and insufficient time is given to the hanging of the beef in the hot room and the beef is crowded too close together in the coolers, so as to shut off circulation."

A second packer says: "We believe if cattle are kept well separated while chilling and never packed together until they are thoroughly chilled through, there will be very little complaint of sour beef from heating causes."

Still another says: "We found our trouble to be keeping our chill room too cold and hanging too many cattle on rails."

From an Ohio packer comes this conclusion: "We have come to the conclusion that all of our trouble of this nature was brought about by the particular animal being overheated, and had not been entirely cooled off before we butchered him. Most of our cattle are driven in, and we never butcher them until they have stood around in the pen for at least 24 hours."

A Pennsylvania packer gives the remedy in this form: "I would suggest that the chill room be at a temperature of 40 degrees, and let it slowly down to 30 degrees, then raise your temperature back to 34 degrees. It is very necessary that you bring your temperature back to 34 degrees. * * * The cattle should be allowed to stand 24 hours after unloading to cool out. If your chill room is crowded too much, and not able to take care of the animal heat, you will have heated or sour beef."

A St. Louis packer states the matter as follows: "We have what we termed 'opened them,' that is, we stick a knife right up in the hip joint bone from the inside. Some people might term it the swivel bone; the bone right in the socket between the loin and the round. Another thing we have done that I think will overcome some of this trouble, is to spread these heavy cattle a good deal more than we do the light cattle when we put them in the hot room after they are killed."

By a Baltimore packer this method is suggested: "We think that this trouble comes from cattle not hanging long enough in the first chill room before putting in the sales cooler."

The idea generally prevailing is that the carcasses must be well opened and well ventilated while the animal heat is being drawn; that the temperature must not be sharp until the carcass is thoroughly cooled down; and that better results will obtain where nervous, excited and warm animals are given an opportunity to become cool and calm before killing.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hogs at New High Levels—Product Following Hogs—Movements Rather Disappointing—Product Stocks Light—Export Interest Fair.

Values have been maintained in hogs and hog products during the week with quotations at new high levels. The advance in the hog market has not been followed by any material reaction. Slight recessions have been seen, but there has been no pressure and values are being maintained with not enough movement from the country to affect the general position. The fact that the packing season for the winter is about over, and there has been no huge accumulation in stocks, is considered as evidence that the distribution of products is taking care of the supplies in a way to prevent any burdensome pressure.

Many claims are being made that the supply of hogs is not enough in the country to make any burdensome movement, and that there is enough export demand in connection with the domestic trade to absorb any supplies which would likely be marketed. The government report of hog stocks in the country on January 1 showed the Department of Agriculture has been making very grave blunders in its reports for preceding years. The revision on hogs and sheep was particularly conspicuous for the errors of the past two years.

Revised Hog and Sheep Report.

The figures as reported for this year and for the preceding three years follow:

	Hogs.	Sheep.
1922.....	56,996,000	36,048,000
1921.....	56,097,000	37,452,000
1920.....	59,344,000	39,025,000

A year ago, the Department estimated the number of hogs in the country at 66,646,000 or 10,600,000 more than now reported, and two years ago 71,727,000, or 12,383,000 more than now reported for two years ago. Last year's sheep figures are reduced 7,615,000, compared with the figures as reported last year, and for two years ago the figures are corrected 8,089,000. These figures do not make any more or any less number of hogs in the country, or any less sheep, but they do show how completely the figures for the past few years have been mixed up in the reports furnished by the Department.

The blunders which have been made at Washington the past year are conspicuous. The cotton report stands out in a most prominent way. Following this was the revision of the grain crop estimates, based on the Census Bureau's figures. In the grain revision, the Department used the Census Bureau's figures as its base, but changed its figures millions of bushels and millions of acres, even for the census year, which was used as a basis. The conditions seemed to be that the Department, which makes its reports on percentages, considered its percentages more accurate than the Census Bureau's detailed returns from each farm, which, as stated, were used to correct the Department of Agriculture's percentage results. The last conspicuous instance is the livestock report which, as shown by the revision, was radically different from the facts as shown by the Census Bureau's report.

Hog Prices Show Small Supply.

The prevailing prices for live hogs indicate that the supply is not coming forward from the country in a way to be commensurate with the demand at the

prices prevailing. There is sufficient distribution of the livestock movement to take the offerings off the market right along. What the effect will be later is another question, but the advance in feedstuffs is beginning to attract a good deal of attention. Corn has advanced 10c a bushel and other feedstuffs have improved in price so that the wide spread between hogs and corn is not as great as was the case a short time ago.

The government report of hogs in the country immediately started claims that the supply of hogs in the country is so small that it will not be equal to taking care of the supply of corn. This aroused some little difference of opinion. On the basis that a third of the corn crop is used in fattening hogs, both for country kill and shipment to market, it would appear on the surface that there was a so much smaller supply of hogs that the demand for corn would be materially reduced. Yet it is evident that the supply of hogs has varied but little the past two years, and this cannot be used as a feature of distinct importance.

Lard Production and Stocks.

The report of the production of lard for the past year permits of a rather interesting analysis of the supplies available and the domestic distribution. Taking the lard produced per hog, the same this year as last, the situation in millions of pounds would be as follows:

	1921.	1920.
Stocks Jan. 1.....	59,000,000	63,000,000
Lard produced during the year.....	1,384,000,000	1,373,000,000
Total supply.....	1,443,000,000	1,436,000,000
Distribution—		
Exports.....	823,000,000	635,000,000
Stocks Dec. 31.....	47,000,000	59,000,000
Total deductions.....	940,000,000	634,000,000
Balance domestic distribution.....	502,000,000	711,000,000
Distribution per month.....	42,000,000	62,000,000

The fact that the domestic distribution of lard decreased 238,000,000 lbs. during the year 1921, compared with 1920, would seem to explain part of the large distribution of vegetable oil fats, particularly cottonseed oil.

	Mid. Feb., 1922.	Mid. Jan., 1922.	Mid. Feb., 1921.
Pork, lbs.....	796	1,455	3,370
Lard, new, lbs.....	13,805,137	15,139,003	33,370,000
Lard, old, lbs.....	34,000	2,149,000	7,076,000
Lard, other, lbs.....	4,134,728	3,753,251	.....
Total.....	18,063,865	21,041,234	40,446,000
Ribs, lbs.....	121,637	752,000	7,627

PORK.—The market was moderately active and somewhat stronger, influenced partly by the action of the western market. At New York mess was quoted at \$24, family \$26@28, and short clears \$22.50 @25.50. At Chicago mess pork was quoted at \$19.25@19.50.

LARD.—While the demand for lard was not as active as recently for export, domestic trade continued in fair volume. As a result the market was very strong, helped by hogs. At New York prime western was quoted at 11.75@11.85c, middle western 11.55@11.65c, New York City 11 1/4c, nominal, refined to the continent 12 1/4c, South American 13c, and Brazil kegs 14c. At New York compound advanced 1/4c to 11 1/2@11 1/4c, according to brand in car lots, 12@12 1/4c for 5,000-lb. lots, and 12 1/4@12 1/2c for smaller quantities. At Chicago regular lard in round lots was February price, loose lard 70 under March, and leaf lard about 9 3/4c.

BEEF.—The market was dull but firm with mess at New York quoted at \$13@14, packet \$13@15, family \$15@16, and extra India mess at \$24@25.

SEE PAGE 88 FOR LATER MARKETS.

PACKERS' COST ACCOUNTING.

(Continued from page 19.)

Another feature of importance to be noted is that part of these pork products may be marketed fresh, as is usually the case with loins, butts, etc., and other parts will be cured and smoked and finally marketed in the form of bacon, smoked hams, etc.

The hog business differs from the cattle business essentially in that there is no one major or prime product. It is purely a case of joint products, or many products made by the same operations, out of certain raw materials of a known cost.

Table No. 2 shows an example of how a test on a lot of hogs would be figured. It should be noted that it follows quite well the procedure mentioned in the first article of this series. The yield column shows the pounds of each kind of product produced out of each 100 pounds of live weight on the average for the lot. Applying the current price to this amount of product, as extended, gives the value of each product out of 100 pounds of live weight. For example: This lot produced, on the average, 13 1/2 pounds of fresh hams for each 100 pounds of live weight. These hams were worth 13c per pound. Hence the hams produced were worth \$1.76 per 100 pounds of live weight. So with each other product. The complete test follows:

TEST ON LOT OF HOGS.			
Lot of Hogs of Average Live Weight of 250 Pounds.	% yield	out of live weight.	Current market price.
Products.			
Fresh hams.....	16-18	13 1/2	\$1.76
Fresh shoulders.....	12-15	10	10 1/2c
Fresh bellies.....	14-16	12	11 1/4c
Fat backs.....	8-10	7	.49
Pork loins.....	8-10	10	14 1/2c
Spare ribs.....	—	1	.11
Prime steam lard.....	—	14 1/2	8 c
Trimmings.....	—	2	7 1/2c
Miscellaneous.....	—	3	4 c
Yield and gross value.....	73	....	\$7.64
Expenses (per cwt. alive).....	—	....	.62
Hogs per cwt.....	—	....	\$7.02
Hogs cost.....	—	....	6.70
Profit per cwt. alive.....	—	....	.32

This is the method used in figuring a test on a lot of hogs and provides the information needed by the management in following the markets, and judging whether or not it is profitable to buy at prevailing prices. Note that it emphasizes the following points:

a. What all of the products are worth at the present market, reduced to a live weight basis.

b. The expenses of operation.

c. The cost or present market value of live hogs.

Obviously the difference between the value of the products and the total costs, would represent the profit or loss between the markets at these figures. This is the method that a man doing a hog business would use in figuring whether or not his purchases were profitable, and in judging whether or not it would be advisable to extend operations.

These figures also indicate the basis upon which the fresh pork or killing and cutting department is usually established in most packing houses. Such a department would draw together the following figures:

As charges to the department—

The cost of the hogs purchased.

All expenses incurred.

As credits to the department—

Value of all products sold or transferred from it.

These factors, together with the inventories at the beginning and end of the

February 18, 1922.

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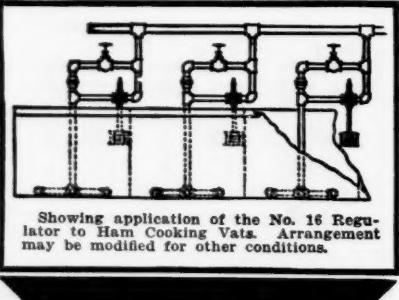
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period, make up the fresh pork or killing and dressing departmental accounts, indicating the profit or loss for a period on current hog business operations.

The foregoing statement emphasizes as well that there is no one major product in the hog business. Note that no one item produced is as much as 15 per cent of the total live weight of the hog. Also note the wide range in the value of the products realized, from the highest, pork loins at 14½c per pound, to trimmings, at 7½c per pound.

Inventories of such hog products are necessarily valued on a market basis. There are no actual costs for the various products. As these products move throughout the various processes and manufacturing operations, the identity of specific items is lost, so that the only available basis for valuing inventories is the current market for such products.

(Proper methods of departmentizing of packinghouse operations and accounts will be discussed in the next article.)

CORN DOUBLES VALUE IN HOGS.

May Be Reason Why More Hogs Are Not Coming to Market.

(Special Letter to The National Provisioner from Charles Sincere & Co.)

Chicago, Feb. 15, 1922.—Receipts of hogs in eleven markets for the first two days of this week were 273,000, as against 251,000 for the same period last week, and 265,000 for a corresponding time last year. In the same markets there were received so far this year 4,066,000 hogs as against 4,956,000 for a like time last year and 5,080,000 for a corresponding time in 1920.

Top on hogs so far this week is \$10.25, as against \$10.35 for a corresponding day last year. For the first two days of the week Eastern buyers took 28,260 hogs out of Chicago, as against 31,229 a week ago and 21,302 for a like time a year ago, and 14,772 for a corresponding time two years ago.

Since the first of the year, shipments of hogs from Chicago have been 495,023 as against 344,743 for a corresponding time in 1921. These last figures show the increased demand from the east for hogs. This is the principal reason for the continued advancing hog market.

While there are short so far this year in eleven markets between 800,000 and 900,000 hogs, the increased weight over last year makes up for considerable of that loss. The average weight lately has been running around 230 lbs. At the eleven primary markets the average weight for January was 216 lbs., as against 207 lbs. a year ago, and February will show a still greater increase. St. Paul is particularly noticeable. The average weight of hogs was 20 lbs. heavier this year than last.

Heretofore corn has been the basis of value of the hog. This year it seems not to enter into hog values. Corn has been selling under 40c in the country. An expert hog raiser figures three weights of hogs, starting with a 50-pound pig and basing the value of that pig on the present market, he produces a hog ready for market at 6½c; a 75-pound pig he fits for the market at 6½c; a 125-pound pig that he figures to have cost him \$11.00, buying from a neighbor, he figures from the present price of corn to put him on the market at 7½c. He figures 25c freight and interest on money invested.

This gives some idea of what a paying enterprise it is to feed corn at the present price to hogs that have been selling on a basis of 90c to \$1.00 corn all winter. It stands to reason that if the farmer can sell corn through the hogs for twice what it would bring him otherwise, he will continue to put on weight to the limit. Hogs that are not coming now are, due more to the farmer's desire to use up his corn than it is to a scarcity of hogs. We believe there will be a steady run of hogs continuously until May.

The present price of hogs are not war-

ranted by the price products are bringing. Fresh pork was in only moderate demand two or three weeks ago; pork loins were selling at only 14c a pound. Today they are selling at 19c, and it can be realized that this advance will not increase the demand. Export demand, which has to be depended upon to maintain prices, is not urgent, and as one packer put it, a bankrupt customer is not looked upon as an asset to a man's business. Europe is practically in a bankrupt position when it comes to purchasing American products. We cannot see our way clear to anticipate any higher prices under present general conditions.

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Feb. 11, 1922, with comparisons:

	Week ending Feb. 11,	Week ending Feb. 4,
Western dressed meats:		
Steers, carcasses	2,201	2,038½
Cows, carcasses	1,035	1,167
Bulls, carcasses	17	99
Veals, carcasses	778	828
Lambs, carcasses	10,352	8,930
Mutton, carcasses	852	794
Pork, lbs.	257,596	301,676
Local slaughter:		
Cattle, carcasses	1,693	1,652
Calves, carcasses	2,668	2,423
Hogs, carcasses	17,897	18,899
Sheep, carcasses	6,788	5,971

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Feb. 11, 1922, with comparisons:

	Week ending Feb. 11,	Week ending Feb. 4,
Western dressed meats:		
Steers, carcasses	2,759	2,199
Cows, carcasses	812	830
Bulls, carcasses	87	139
Veal, carcasses	1,304	1,101
Lambs, carcasses	6,074	4,806
Mutton, carcasses	2,101	1,895
Pork, lbs.	633,862	630,903
Local slaughter:		
Cattle	2,427	2,501
Calves	2,052	1,181
Sheep	5,636	6,482
Hogs	19,019	20,567

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Feb. 11, 1922, with comparisons:

	From	Week ended Feb. 11, 1922.	Week ended Feb. 12, 1921.	Nov. 1, 1921, to Feb. 11, 1922.
United Kingdom		75	953	
Continent		49	100	2,160
So. and Cent. Amer.				1,737
West Indies				2,530
B. N. A. Colonies				325
Other countries				235
Total		124	100	6,940

BACON AND HAMS, LBS.

United Kingdom	7,364,000	7,944,000	102,669,900
Continent	2,957,500	2,287,000	26,728,000
So. and Cent. Amer.			898,516
West Indies	25,000		5,363,018
B. N. A. Colonies			29,200
Other countries			503,910
Total	10,346,500	10,231,500	136,192,544

LARD, LBS.

United Kingdom	3,251,960	8,137,340	87,742,747
Continent	12,900,730	9,882,208	84,081,132
So. and Cent. Amer.		5,000	895,750
West Indies			7,640,393
B. N. A. Colonies			91,000
Other countries			262,100
Total	16,212,690	18,024,548	180,713,222

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	124	3,615,560	14,704,690
Portland, Me.		1,196,000	398,000
Boston		3,752,000	596,000
Philadelphia		8,000	46,000
Baltimore		25,000	74,000
St. John, N. B.		1,749,000	394,000

Total, week 124 10,346,500 16,212,690
Previous week 1,168 8,571,927 12,072,710

Two weeks ago 140 11,858,500 12,953,626

Cor. week, 1921 100 10,231,500 18,024,548

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to Feb. 11, 1922:

1921 to 1922. 1920 to 1921. Decrease.
Pork 1,388,000 4,452,800 3,064,800
Bacon and hams. 136,192,544 165,188,564 28,996,020
Lard 180,713,222 216,208,267 35,495,145

TALLOW, STEARINE, GREASE AND SOAP WEEKLY REVIEW

TALLOW.—The market has been moderately active but very strong, and prices were up about $\frac{1}{4}$ c per lb. from the previous week. Strength in oils and greases here, the advance in the foreign tallow markets, and light offerings featured the market. Special loose sold at $6\frac{1}{4}$ c, which figure was later bid. Soapmakers were inquiring. Sales of prime city at 5 cents were reported, but sellers later raised their ideas. At Liverpool Australian tallow was firm with choice at 39 shillings, and good mixed at 38s 6d. At the London auction of tallow on Feb. 15 some 2,172 casks were offered, of which 1,684 were sold at one shilling advance in price. At New York prime city was $5\frac{1}{4}$ c nominal, special loose $6\frac{1}{4}$ c bid, and edible $8\frac{1}{2}$ c nominal. At Chicago packers' No. 1 was $5\frac{1}{2}$ @ $6\frac{1}{2}$ c, packers' prime $6\frac{1}{2}$ @ $6\frac{1}{4}$ c, and edible 7 @ $7\frac{1}{4}$ c.

OLEO STEARINE.—A strong and rapidly advancing market was witnessed in stearine. Demand for oleo was good, and only small quantities came out on the upturns, according to reports. There were sales at New York at 10c, an advance of $\frac{1}{2}$ c per lb. within a few days, and a gain of more than a cent a pound within the past week or so. No particular reason was traceable for the advance, except the tightness with which supplies were held. At New York oleo was quoted at 10c, while at Chicago it was reported at 8 @ $8\frac{1}{2}$ c.

OLEO OIL.—The market was dull but firm with offerings light, due to the strength elsewhere. Demand was not aggressive. At New York extra was quoted at $10\frac{1}{2}$ @ 11 c nominal, and at Chicago $9\frac{1}{2}$ @ 10 c.

SEE PAGE 38 FOR LATER MARKETS.

LARD OIL.—The market was quiet and rather unsettled. At New York edible was quoted at 92c per gallon, extra winter 82c, extra No. 1 at 72c and No. 1 at 65c.

NEATSFOOT OIL.—Little or no change was in evidence during the week. At New York pure was quoted at 1.07 @ 1.12 per gallon, extra No. 1 at 72c, No. 1 at 65c, and cold-pressed at \$1.32.

GREASES.—Demand for greases has been quite good, helped by the strengthening in tallows and other greases, which has somewhat revived the demand from soap interests. At the same time, a fair export call for choice white grease was in evidence, though no important sales were recorded. Exports of greases are picking up, and from New York alone over a million pounds cleared. At New York brown was quoted at $4\frac{1}{2}$ @ 5 c, yellow and choice house 5 @ $5\frac{1}{4}$ c, and white at $7\frac{1}{2}$ @ 8 c. At Chicago brown was quoted at 4 @ $4\frac{1}{4}$ c, house at $4\frac{1}{2}$ @ $4\frac{3}{4}$ c, yellow $4\frac{1}{2}$ @ 5 c, and choice white at $6\frac{1}{4}$ @ $6\frac{1}{2}$ c, with a fairly good trade in the West.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Feb. 15.—Quotations on green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 23c; 10-12 lbs. avg., 22½c; 12-14 lbs. avg., 22c; 14-16 lbs. avg., 21¾c; 16-18 lbs. avg., 21¾c; 18-20 lbs. avg., 21¾c. Sweet pickled, 14-16 lbs. avg., 8-10 lbs. avg., 23c; 10-12 lbs. avg., 22½c; 12-14 lbs. avg., 22¼c; 14-16 lbs. avg., 22¼c; 16-18 lbs. avg., 22½c; 18-20 lbs. avg., 22½c.

Skinned Hams—Green, 14-16 lbs. avg., 24½c; 16-18 lbs. avg., 24¼c; 18-20 lbs. avg., 24c; 20-22 lbs. avg., 23c; 22-24 lbs. avg., 22c. Sweet pickled, 14-16 lbs. avg., 24½c; 16-18 lbs. avg., 24¼c; 18-20 lbs. avg., 24c; 20-22 lbs. avg., 23c; 22-24 lbs. avg., 22c.

Picnic Hams—Green, 4-6 lbs. avg., 12¾c; 6-8 lbs. avg., 12½c; 8-10 lbs. avg., 12c; 10-12 lbs. avg., 11½c. Sweet pickled, 4-6 lbs. avg., 12½c; 6-8 lbs. avg., 12¾c; 8-10 lbs. avg., 12c; 10-12 lbs. avg., 11½c.

Clear Bellies—Green, 6-8 lbs. avg., 22½c; 8-10 lbs. avg., 18½c; 10-12 lbs. avg., 16c; 12-14 lbs. avg., 14c; 14-16 lbs. avg., 13c. Sweet pickled, 6-8 lbs. avg., 18c; 8-10 lbs. avg., 16c; 10-12 lbs. avg., 14½c; 12-14 lbs. avg., 14c; 14-16 lbs. avg., 13c.

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Feb. 9, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales	Week Same	Week Week	Same Week	Top price selects—
					Week ending week, ending week, ending week, ending Feb. 9, 1921. Feb. 2. Feb. 9, 1921. Feb. 2.
Toronto (U. S. Y.)	5,083	5,939	6,370	\$12.63	\$14.75 \$12.50
Montreal (P.T.)	1,2,266	1,501	1,778	12.75	16.75 13.25
Montreal (E.)	Ends	1,100	686	563	12.75 16.75 13.25
Winnipeg	4,480	1,635	3,659	11.23	13.09 11.25
Calgary	1,843	1,182	1,628	10.23	13.25 10.25
Edmonton	639	875	1,400	10.59	13.75 10.75
Prince Albert	86	...	98	10.75	...
Moose Jaw	359	...	273	10.80	...

Packinghouse By-Products Markets

Blood.

Chicago, Feb. 15, 1922.

The market is very strong and the packers are now asking \$4.50 Chicago and \$4.25 river points.

Unit ammonia.

Ground	\$4.25 @ 4.35
Crushed and unground	4.00 @ 4.15
Ground concentrated tankage	4.15 @ 4.25
Unground	3.90 @ 4.10

Digester Hog Tankage Materials.

There is a good demand, but the offerings are limited. Trading is at the following quotations:

Unit ammonia.

Ground, 11½ to 12% ammonia	\$4.61 @ 4.75
Unground, 10 to 11% ammonia	4.25 @ 4.50
Unground, 7 to 9% ammonia	3.85 @ 4.10

Fertilizer Tankage Materials.

Sellers' ideas are higher this past week, although the demand is not very large and therefore there has been little trading.

Unit ammonia.

High grade ground, 10-11% ammonia	\$3.25 @ 3.50
Lower grade, unground, 6-9% ammonia	2.75 @ 3.00
High grade, unground	3.00 @ 3.25
Medium grade, unground	2.40 @ 2.65
Low grade and country rend, unground	2.25 @ 2.30
Bone tankage, unground	2.35 @ 2.50
Hoof meal	2.25 @ 2.50
Liquid stick	2.75 @ 3.00
Hair tankage, dry, unground	1.5 @ 1.75
Garbage tankage, ground	1.00 @ 1.25

Bone Meals.

There has been a fair amount of trading. Sellers attempted to boost prices but did not meet with much success.

Per ton.

Raw bone meal	\$28.00 @ 30.00
Steamed, ground	25.00 @ 26.00
Steamed, unground	16.00 @ 18.00
Grinding hoofs, pig toes, waste bones, dry	22.00 @ 23.00

Cracklings.

These are in very good demand, with \$80 to \$85 being freely paid for prime pork stock.

Per ton.

Pork, according to grease and quality	\$75.00 @ \$80.00
Beef, according to grease and quality	65.00 @ 70.00

Glue and Gelatine Stocks.

Jaws, skulls and knuckles have been traded in at \$24 and \$25 Chicago. Glue stocks are quiet, and the market is nominal at the quotations following:

	Per ton.
Calf stock	\$4.00 @ 6.50
Edible pig skin strips	55.00 @ 65.00
Rejected manufacturing bones	35.00 @ 40.00
Horn pits	25.00 @ 30.00
Cattle jaws, skulls and knuckles	25.00 @ 26.00
Junk and hotel kitchen bones	19.00 @ 22.00
Hog, calf and sheep bones	20.00 @ 21.00
Sinews, pizzles and hide trimmings	21.00 @ 22.00
Sheep trimmings	12.00 @ 14.00

Hoofs, Horns and Mfg. Bones.

Trading in hoofs has been very light. On the other hand there has been a good demand for horns.

	Per ton.
No. 1 horns	\$235.00 @ 255.00
No. 2 horns	175.00 @ 215.00
No. 3 horns	100.00 @ 150.00
Civils	25.00 @ 30.00
Hoofs, black	28.00 @ 30.00
Hoofs, striped	30.00 @ 38.00
Hoofs, white	40.00 @ 50.00
Round shin bones, unassorted, heavies	60.00 @ 65.00
Round shin bones, unassorted, lights	50.00 @ 55.00
Flat shin bones, unassorted, heavies	55.00 @ 60.00
Flat shin bones, unassorted, lights	45.00 @ 61.00
Thigh bones, unassorted, heavies	60.00 @ 65.00
Thigh bones, unassorted, lights	50.00 @ 55.00

Hog Hair.

Little interest has been shown by fertilizer people in hog hair, and this is the best outlet for hog hair at the present time. The market has been about \$15 to \$20 a ton shipping points.

Pig Skin Strips.

The market is quiet. Most packers are not saving, as they say that it does not pay at the present market. Prime No. 1 grades are selling at around 5 cents per pound basis Chicago freight and No. 2 and 3 grades frozen government inspected edible stock at 3 cents.

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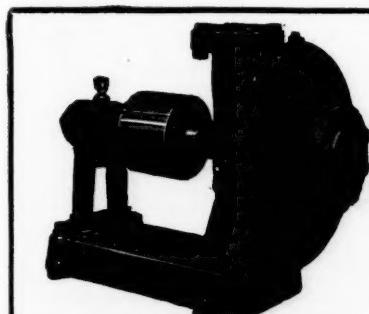
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Buffalo, N. Y.



February 18, 1922.

Cotton Oil Men Against Import Tariff

[EDITOR'S NOTE.—In a recent issue THE NATIONAL PROVISIONER printed the first installment of the brief presented to the Finance Committee of the U. S. Senate by the Interstate Cotton Seed Crushers' Association, in which they opposed a tariff duty on imported vegetable oils. Following is the concluding portion of the brief, which is a document of great interest to the whole vegetable oil industry.]

Any condition which throws an excess of cottonseed oil upon our domestic market will further in its turn in time depress the price of lard, and conversely any condition which throws an excess of lard upon the domestic market will very quickly depress the price of cottonseed oil.

Not only, therefore, is the great cottonseed oil industry affected in this situation, but the whole structure of the fats and oils markets of America is adversely influenced and with it, owing to the natural interlocking of interest which exists, the welfare of that part of American agriculture concerned in the production of materials of oleaginous nature is similarly influenced.

The price of all other domestic vegetable oils, such as peanut oil, is governed by the price of cottonseed oil. For all practical purposes, therefore, all of these oils may be considered as being in the same category, except as to peanuts in the shell for shelling purposes and for use in the confectionery trade. As far as peanuts for this use are concerned, we have no desire to ask for their free entry into America.

With Duty Oil to Soap Kettle.

There has been no discussion before your honorable committee on the subject of a tariff in its relation to lard. We have not heard that the producers of lard felt that a tariff in any way concerned their industry. The interest of the cottonseed industry is only an indirect one, and we have discussed the matter as above solely with the idea of pointing out to your honorable committee the underlying economic factors which govern the fats and oils markets of America. We do not know if the producers of lard have given the matter as close study as we have, but if they do, they will find that their interests are identical with ours, and if they are desirous of getting a reasonable and competitive price for their product, it is equally important to them that the control of foreign vegetable oils and oil seeds, and with it the control of the price of same, be not vested in the European buyer.

Should the present state of affairs continue and we be deprived of the market for our cottonseed oil in edible channels in Europe, the exportable surplus of cottonseed oil in America would be permanently thrown back upon the domestic market and only one outlet could be found for it. This would be the soap kettle, and cotton oil in the soap kettle would be an economic disaster to the cotton farmer and the cottonseed oil industry. Twenty years ago cotton oil was used largely in the soap kettle, because it was thought to be fit for no other purpose. Modern refining skill, coupled with a demand for it for edible purposes from European sources has made cotton oil the premier of edible oils and placed it in its present high position which would give it a correspondingly high price except for the emergency tariff. The retrograding of cotton oil to the soap kettle would not alone be a matter of debasement of cotton oil in respect to its usage, but a lower scale of prices would be inaugurated. This is the economic disaster which we as the representative organization of the cottonseed crushers' industry most fear, if our export markets are permanently lost to us.

Duty Hurts General Fat Basis.

All of you gentlemen may not be as familiar with cotton as we in the South are,

but we think you will have no trouble understanding the situation created for us by the tariff if we talk in terms of cotton. Cotton is sold as basis middling, and that means that the higher grade of cotton gets so and so much premium, and the low middling is so much down. Now, the oil situation is much like that. You have your general fat basis. Now, if you have a free and uninterrupted field for the disposition of your fats, your premier oil, which is cotton oil, will go into the highest paying fields and will bring so much premium up on the general basis. Your oriental soya bean oil will bring so much discount. With a tariff you not only depress the entire general fat basis price, but in addition to that you depress our primary fat, our cotton oil, down to middling basis, so we lose the premium, and to a certain extent you raise the low-grade soya bean oil up by forcing it into edible channels in Europe which should be occupied by cotton oil. Apart from the loss in value to the general fat market basis, we lose 1 to 1½ cents per pound premium that our cotton oil should get in a normal market.

Instead of forcing our high-grade edible oils into low-grade industrial uses by the adoption of a tariff on oriental oils and oil seeds, we should permit them to enter into our country and find their use where they belong, namely, in industrial channels very largely represented by the soap, paint and varnish trades, and to a smaller extent in a less discriminating edible oil trade, and we are thus not afraid of their competition with our oils. They should not, through the enactment of a tariff in America which constitutes an embargo, be forced in Europe in competition in edible channels with our high-grade cotton oils and lard. Through bitter experience we have learned that the European palate is less prone to discriminate than the American, and if the Europeans can secure the foreign vegetable oils at the low prices guaranteed them by the enforced absence of American buying competition under emergency tariff restrictions, then they will use such foreign vegetable oil even for edible purposes, and, in fact, they are now buying them to the exclusion of our cottonseed oil. It is this artificial condition from which we urgently ask relief.

Oriental Competition a Fact.

Competition with oriental oils and oil seeds is a matter beyond our control. It is not a case of whether we want this competition or not. It is a competition that we must have, and we cannot sidestep it by tariff barriers, because on account of our tremendous production of fats and oils we must meet it in Europe if not here. Under the circumstances we are better off without any barriers to the end that we can come to grips with this competition with more concise knowledge of its nature and extent, and can guide it along a course which will result in the enlargement of the American industry and to the profit of American labor; and at the same time through the control thus gained of what otherwise would be dangerous competition, reduce the element of competition with our cottonseed oil to a minimum degree.

We know that the foreign vegetable oils which are normally imported into America are used very largely for industrial purposes such as soap-making, etc., with only a small portion used for cheap edible purposes. This is clearly set forth in Government bulletins which record consumption by industries. We also know from Government bulletins that large quantities of these foreign oils, such as soya bean and cocoanut oil, imported into this country ordinarily are refined and re-exported—a trade which has been monopolized by European competitors since the passage of the emergency bill. Notwithstanding

the drawback provision, it has become impossible and impractical for our refiners to handle this transit trade since the passage of the emergency bill.

Oils on International Basis.

We therefore earnestly petition your honorable committee to place the cottonseed oil industry back upon an international basis, under which basis it has grown to its present great strength. Previously, some forty years ago, a waste product, cottonseed and cottonseed oil has, under such conditions, in competition with all the world, grown to be one of the largest factors in our country, and we petition you gentlemen not to down it and put it back again through artificial means through a tariff which, while it is supposed to be for our protection, is in reality a calamity for us and the cotton farmer.

We therefore petition for the foregoing reasons that no duties be levied on foreign vegetable oils or oil seeds, and we make no exception other than linseed oil, which is not interchangeable with cottonseed oil, being an inedible drying oil. This, however, is of no direct concern to us, and we merely mention this oil as it is the only other domestic oil other than olive oil which cottonseed oil does not regulate in price. As for olive oil, we are interested in that oil only to the extent that the tariff-making bodies do not write into our permanent tariff such high duties on Italian and French olive oil as to cause Italy and France to persist in their policy of retaliation against American cottonseed oil by doubling and trebling the duty on our cotton oil, as has happened in the past six months—a retaliation which has cost us practically every pound of our cottonseed oil business with Italy and France. A reasonable duty on olive oil will insure a reasonable duty on American cotton oil into Italy and France.

Respectfully submitted for
THE INTERSTATE COTTON SEED
CRUSHERS' ASSOCIATION,

By P. S. GROGAN,
Corpus Christi, Tex.,
J. J. LAWTON,
Hartsville, S. C.,
A. G. KAHN,
Little Rock, Ark.,
F. M. BARNES,
Cincinnati, Ohio,
JOHN ASPEGREN,
Portsmouth, Va.,
R. F. CROW,
Houston, Tex.,
Special Committee.

JANUARY OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of January, 1922, was 8,155,274 pounds uncolored and 214,490 pounds colored, a total of 8,369,764 pounds. This is about 920,000 pounds less output than for the preceding month and 2,546,000 pounds less than the same month a year ago.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
January 1921	10,906,111
February	10,335,156
March	10,959,277
April	10,029,220
May	6,836,713
June	4,770,525
July	5,958,032
August	8,691,016
September	8,965,083
October	11,008,749
November	9,282,017
December	9,280,713
January, 1922	8,369,764

COTTONSEED OIL EXPORTS.

Cottonseed oil exports from New York for the period, February 1 to February 14, 1922, according to unofficial reports were 3,065 barrels.

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Advance Maintained—Outside Strength a Factor—Lard at New Highs—Crude Oil Strong—Cash Trade Liberal—Government Hog Report Surprising—Many Optimists for the Future.

The optimistic feeling prevalent in all commodity markets the past week gradually extended to cottonseed oil futures on the New York Produce Exchange, and with the daily turnover of very fair proportions the May delivery sold within a few points of the high of the season, while July, August and September registered new high levels on the crop. Operations were of a very mixed character, but there was a rather continuous commission house demand, and, while local sentiment continued very mixed, shorts came in on the small advances. At the same time, the two leading longs, important refining interests, took advantage of the bulges to liquidate holdings and take down profits.

Whole Grease Situation Strong.

The entire grease situation was one of strength, and the cotton oil upturns might have been of larger proportions had it not been for the limited outside trade at times. The lard market was persistently strong and made new highs for the season almost daily, hog prices were tight, crude oil

sparingly offered and very firm, practically everyone was looking for a favorable government report on oil consumption, and it was admitted that cash business had been better than generally supposed, particularly for compound. The minor greases scored liberal advances, and to cap the climax, was the remarkable strength in the grain markets. The advance in corn was particularly impressive in oil, as if corn is to seek a higher range of values; it was figured that there is less possibility of any important collapse in the live hog levels.

Optimistic sentiment in the grain markets ran high, naturally so as the advance gained momentum, for it has been generally conceded that in order to revive business in general a grain basis must be established that will give the farmer a profit over cost of production. There was no denying that the powers that be were behind the grain move, helped materially by the recent legislative developments favorable toward the farmer, and, while it is true that the country holds but little wheat and oats, the country corn stocks are large, and the feeding basis, while profitable, is not only the feature behind the rise, the market being helped also by

a persistent, large European demand for corn, for which there is every evidence that the European demand will continue, at least throughout the summer months.

If grain prices are to seek higher levels, it would be unnatural to expect lard and oil to lag behind, and, although no runaway advance in any of the commodities is anticipated, some of the most important factors in the commodity markets believe that there will be a gradual trend toward higher prices.

Hog Strength Baffles Trade.

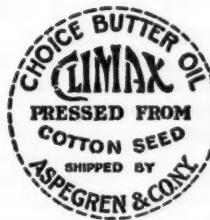
The great strength in hogs has been a feature which has baffled the entire provision trade. Explanation was almost impossible. The hog run has been persistently disappointing, and cash trade has been good, but not of the proportions that would ordinarily bring about the move that has been noted in live hogs. The government report on the number of hogs in the country as of January 1, 1922, might explain this hog strength. The report placed the number of hogs at 56,996,000, against 56,097,000 in 1921 and 59,344,000 in 1920. A year ago the government placed the number of hogs on the farms at 66,646,000, or 10,600,000 more than the revised estimate for 1921 given on Wednesday. At the same time, the 1920 estimate was reduced 12,383,000 hogs, or from 71,727,000 to 59,344,000. On Jan. 1, 1921, there were ap-

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parently 10,000,000 hogs less in the country than the trade figured on, so that based on the revised estimates, the anticipated decrease in the number of hogs on farms in 1922 did not materialize. Outside of indicating the revision, the government made no comment.

Lard Stocks Decrease.

The production of lard for 1921, official, permits a rather interesting analysis. It showed total supplies for the year of 1,443,000,000 lbs., of which 823,000,000 lbs. were exported and 503,000,000 were consumed here, leaving a stock on Dec. 31 of only 47,000,000 lbs. Domestic distribution of lard in 1921 was 238,000,000 lbs. less than in 1920, and would seem to explain, in part, the large distribution of vegetable fats, particularly cottonseed oil, during 1921.

The lard stocks the first half of February at Chicago decreased about 3,000,000 lbs., and totaled 18,064,000, against 21,041,000 on Feb. 1. The decrease was rather surprising, as this is the accumulating period of the year.

Crude oil has been rather inactive, but very firm, and in the southeast was 8½@8½c, valley 8.30@8.50c, and Texas 8½c sales. Oleo-stearine advanced fully a half cent a pound to ten cent sales, special loose tallow advanced ¼c to 6½c bid, compound advanced ¼c to 11½@11¾c per lb., according to brand in car lots; New York City lard was 11½@11½c nominal, lard stearine advanced ¼@½c to 13c, while refined cotton oil in the English market

at Hull advanced a shilling sixpence, to 41 shillings.

The market, to say the least, has a strong foundation, but at the same time appears to be in debatable ground, where supply and demand will be the determining factors.

COTTONSEED OIL.—Market transactions:

Thursday, February 9, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot		940	a	960	
Feb.		930	a	945	
March	1800	959	945	946	a 948
April	100	968	968	957	a 961
May	2700	980	965	967	a 968
June		977	a	985	
July	5200	1004	990	992	a 993
Aug.	1700	1012	1008	1003	a 1004
Sept.		1010	a	1017	
Total sales	12,900	Prime Crude, S. E.			
800—825.					

Friday, February 10, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot		940	a	960	
Feb.		940	a	950	
March	1100	957	948	953	a 955
April		960	a	967	
May	4400	977	966	975	a 977
June		983	a	990	
July	4100	1002	990	999	a 1000
Aug.	1000	1012	1005	1010	a 1011
Sept.		1018	a	1022	
Total sales	11,600	Prime Crude, S. E.			
800—825.					

Saturday, February 11, 1922.

Saturday, February 11, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot		950	a	970	
Feb.		955	a	970	
March	3200	965	958	964	a 965
April		970	a	985	
May	4100	985	980	983	a 984
June		990	a	1000	
July	1700	1007	1005	1004	a 1006
Aug.	3200	1018	1014	1015	a 1017
Sept.		1020	a	1028	
Total sales	12,800	Prime Crude, S. E.			
812½—825.					

Monday, February 13, 1922.

Holiday—No market.

Tuesday, February 14, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot		965	a	980	
Feb.		965	a	975	
March	3400	975	971	974	a 975
April	100	989	989	985	a 987
May	4000	996	996	993	a 994
June		1000	a	1010	
July	7100	1021	1015	1016	a 1017
Aug.	4400	1028	1026	1026	a 1027
Sept.	500	1037	1034	1034	a 1037
Total sales	20,000	Prime Crude, S. E.			
812½—825.					

Wednesday, February 15, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot		970	a	970	
Feb.		970	a	985	
March	4200	984	970	977	a 979
April	1000	989	983	987	a 992
May	11200	1000	986	995	a 996
June		1007	a	1010	
July	7100	1022	1008	1017	a 1018
Aug.	4600	1035	1029	1027	a 1028
Sept.	3100	1045	1040	1037	a 1039
Total sales	32,200	Prime Crude, S. E.			
825—850.					

Thursday, February 15, 1922.

Closed 3@7 points net higher. Sales, 60,200 bbls. Prime crude, \$8.25@8.50; prime summer yellow, spot, \$9.75; March, \$9.87; May, \$9.99; July, \$10.21, all bid.

SEE PAGE 38 FOR LATER MARKETS.

COCOANUT OIL.—The feature in cocoanut oil was the noticeably less active demand and smaller turnover. Sentiment

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was quite mixed, although more optimism prevailed than for some time past. The latter is undoubtedly due to the upturn elsewhere in the oil list, and the feeling that sooner or later its effect must be felt in cocoanut oil. At New York Ceylon in barrels was quoted at 8½@9c; tanks, coast, 7½@7½c; Cochin in barrels, New York, 9¾@10c; tanks, 9c, and edible, barrels, New York, 10½@10¾c.

SOYA BEAN OIL.—Outside of a moderate trade with paint manufacturers, recently, there was nothing new in the situation, and generally the trade is awaiting the developments at Washington over the tariff. At New York crude in barrels was quoted at 9@9¼c; blown at 9½c; Pacific coast tanks, 7@7½c, and deodorized, barrels, New York, 10½@11c.

PEANUT OIL.—The market continues very firm, but operations generally have been small. Owing to the continued strength in crude cottonseed oil the South is offering crude peanut oil in a limited way, with the crude market f. o. b. the mill around 8½@8½c. At New York crude in barrels was 9¾c; refined, 11@11¾c, and Oriental tanks, coast, 8c.

CORN OIL.—The market was inactive but very steady. Crude offerings from points of production in the West were around 7½c, sellers' tanks f. o. b. Crude oil in barrels, New York, was 8¾c, and refined in barrels, 10½@10¾c, and in cases about \$1.13 per gallon.

PALM OIL.—The strength in foreign exchange rates, and firmer ideas of European sellers, made for a strong undertone in this oil with a limited trade. At New York Lagos spot was quoted at 8c, shipment 7¾c, and Niger casks 6½@6¾c.

PALM KERNEL OIL.—The market is firm, but demand generally is quiet, with imported at New York quoted at 8¾c.

COTTONSEED OIL.—Demand fair with the undertone strong. Prime yellow spot, barrels, New York, 9¾@10c; bleachable tanks, mills, 8¾c; Southeast crude, 8½@8½c; valley, 8.30@8½c; Texas, 8½c sales.

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CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Feb. 14, 1922.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-four to 76% caustic soda, 3½@3¾c lb.; 60% caustic soda, 3¾@3½c lb.; 98% powdered caustic soda, 4¾@4¾c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2@2½c lb.; talc, 1¾@2c lb.

Clarified palm oil, in casks, 2,000 lbs., 8½@8½c lb.; commercial yellow olive oil, \$1.10@1.15 gal.; olive oil fots, 8½@8¾c lb.; Cochin cocoanut oil, 10½@10¾c lb.; Ceylon cocoanut oil, 9½@9¾c lb.

Prime summer yellow cottonseed oil, 10@10¾c lb.; soya bean oil, 9½@9¾c lb.; corn oil, nominal, 9@9¾c lb.; peanut oil, in bbls., New York, deodorized, 10¾@11c lb.; peanut oil, crude, tanks f. o. b. mills, 8½@8¾c lb.

Prime city tallow, special, sales 6¾c lb.; dynamite glycerine, nominal, 15@16c lb.; saponified glycerine, nominal, 11@12c lb.; crude soap glycerine, nominal, 10@11c lb.; chemically pure glycerine, nominal, 16½@17c lb.; prime packers' grease, 4¾@5c lb.

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SOUTHERN MARKETS.

New Orleans.

(Special Wire to the National Provisioner.)

New Orleans, La., Feb. 16, 1922.—Prime crude cottonseed oil active at 8½c f. o. b. mill, all directions. Stocks are rapidly disappearing. Prime summer yellow is quoted 9¾c per pound loose f. o. b. New Orleans. Inquiries are increasing. Meal, 7 per cent, \$37.00; 8 per cent, \$40.00. Loose hulls, \$8.00; sacked, \$10.00; all per short ton f. o. b. mill.

Memphis.

(Special Wire to the National Provisioner.)

Memphis, Tenn., Feb. 16, 1922.—Crude cottonseed oil is in big demand at 8½c barrel but no selling, as mills are holding for 9c. Forty-one per cent meal is strong at \$40.00 Memphis. Better demand for loose hulls at \$7.50 Memphis.

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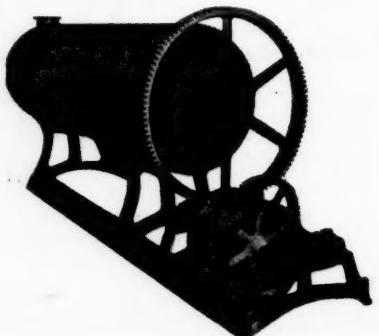


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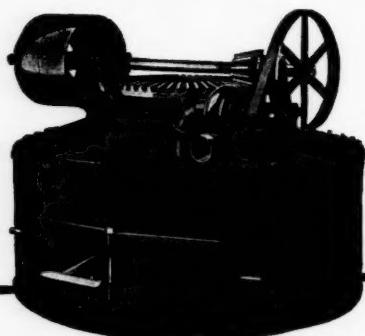


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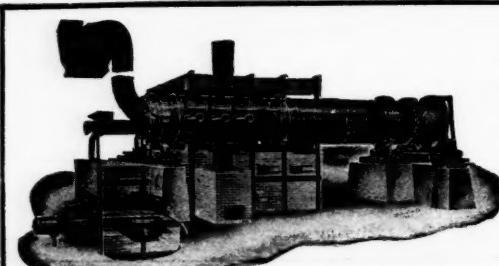
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KOKOMO, INDIANA
CLEVELAND, OHIO
FAIRMONT, W. VIRGINIA
CHICAGO

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products are active with very strong futures and hogs making new highs on the crop, influenced somewhat by better tone in grains, cash demand and revised hogs' estimate. There was very little pressure on market and profit-taking readily absorbed the supply.

Cottonseed Oil.

Cottonseed oil very active and strong, making new highs for the season excepting March with lard, but mainly on a better cash demand and favorable consumption report. Government report showed a disappearance of refined oil during January, 188,000 barrels or 62,000 more than during December, and indicated a disappearance of over 200,000 barrels in January, taking into consideration the disappearance of crude cottonseed oil. The report indicates a visible supply of about 1,200,000, or an average of 170,000 for the next seven months, or until new oil is available.

Quotations on cottonseed oil at Friday noon were: March, 9.98@9.99; May, 10.11@10.12; July, 10.36@10.37; August, 10.45@10.47; September, 10.60@10.62.

Tallow.

Special loose, sales 6 1/4c.

Oleo Stearine.

Nominal, 10c; extra oleo oil, 10 1/2c@11 1/4c.

FRIDAY'S GENERAL MARKETS.

New York, Feb. 17, 1922.—Spot lard at New York, prime western, \$12.20@12.30; Middle West, \$11.95@12.05; city steam, \$11.50; refined continent, \$13.25; South American, \$13.50; Brazil, kegs, \$14.50; compound, \$11.50@11.75.

Marseilles Oil.

Marseilles, Feb. 17, 1922.—Coppa fabrique,—fr; coppa edible,—fr; peanut fabrique,—fr; peanut edible,—fr.

Liverpool Provisions Markets.

Liverpool, Feb. 17, 1922.—(By Cable.)—Quotations today: Shoulders, square, 93s; shoulders, picnic, —; hams, long cut, 125s; hams, American cut, 132s; bacon, Cumberland cut, 106s; bacon, short backs, 88s; bacon, Wiltshire, 115s; bellies, clear, 82s; Australian tallow, 38s 6d@39s; spot lard, 68s 6d.

Hull Oil Markets.

Hull, England, Feb. 17, 1922.—(By Cable.)—Refined cottonseed oil, 36s; crude, 41s 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Feb. 17, 1922, show exports from that country were as follows: To England, 94,570 quarters; to the Continent, none; to other ports, none. Exports for the previous week were as follows: To England, 135,717 quarters; to the Continent, none; to other ports, none.

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Feb. 11, 1922, with comparisons, as follows:

	Week ending Feb. 11,	Week ending Feb. 4,
Western dressed meats:		
Steers, carcasses	6,066	7,275
Cows, carcasses	843	1,040
Bulls, carcasses	157	240
Veal, carcasses	10,136	7,078
Lamb, carcasses	18,353	17,292
Mutton, carcasses	6,805	6,139
Pork, pounds	1,013,673	—
Local slaughter, Federal inspection:		
Cattle, carcasses	9,722	9,118
Calves, carcasses	11,831	10,314
Hogs, carcasses	50,858	54,682
Sheep, carcasses	32,347	35,953

CARCASS BEEF AT PRE-WAR PRICE.

The following statement was issued on Friday by the Institute of American Meat Packers:

"At present wholesale prices, beef offers an unusual bargain. The average price per pound of carcass beef at wholesale during the week closing last Saturday was practically the same as the price prevailing during the corresponding week of 1914, a pre-war year. At this time the quality of the beef is unusually good, since it is all produced from fed cattle. At present levels consumers should buy beef freely."

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, Feb. 11, 1922, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	5,458	7,900	10,100	
Swift & Co.	6,384	14,000	9,941	
Morris & Co.	5,670	7,869	8,201	
Wilson & Co.	3,557	10,900	5,631	
Anglo Amer. Packing Co.	592	5,200	—	
G. H. Hammond Co.	2,645	7,500	—	
Libby, McNeil & Libby	587	—	—	
Brennan Packing Co.	6,000	hogs; Miller & Hart, 6,300 hogs; Independent Packing Co., 6,100 hogs; Boyd, Lunham & Co., 7,100 hogs; Western Packing & Provision Co., 16,000 hogs; Roberts & Oake, 6,500 hogs; others, 16,100 hogs.	—	—

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,863	950	6,955	3,438
Cudahy Packing Co.	2,426	747	3,263	3,982
Fowler Packing Co.	592	25	—	—
Morris & Co.	3,493	880	6,229	2,496
Swift & Co.	3,420	643	7,324	4,834
Wilson & Co.	2,022	299	3,710	3,462
Local butchers	560	265	1,235	21

OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,783	7,207	5,847
Swift & Co.	4,052	16,614	11,453
Cudahy Packing Co.	3,766	12,011	7,554
Armour & Co.	3,133	11,691	13,264
Dold Packing Co.	1,064	6,912	637
Ogden Packing Co.	—	545	—
Swartz & Co.	—	6,432	—
J. W. Murphy	—	15,124	—
Others	5,198	—	9,620

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,853	8,503	736
Swift & Co.	3,831	6,318	1,338
Morris & Co.	308	—	60
St. Louis D. B. Co.	894	—	—
Independent Packing Co.	596	—	—
East Side Packing Co.	32	1,575	—
Heil Packing Co.	22	2,017	—
Krey Packing Co.	104	—	—
American Packing Co.	33	884	—
Sieloff Packing Co.	89	—	46
Butchers	656	33,043	920

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Feb. 11, 1922:

CATTLE.

Chicago	32,767
Kansas City	20,137
Omaha	15,631
East St. Louis	4,767
St. Joseph	5,670
Sioux City	5,289
Cudahy	787
South St. Paul	12,084
Philadelphia	2,427
Indianapolis	1,889
New York and Jersey City	8,436
Boston	1,603
Oklahoma City	4,091

HOGS.

Chicago	115,205
Kansas City	28,679
Omaha	49,688
East St. Louis	17,800
St. Joseph	25,913
Sioux City	19,702
Cudahy	9,328
Cedar Rapids	11,000
South St. Paul	13,517
Fort Worth	45,013
Philadelphia	19,017
Indianapolis	14,140
New York and Jersey City	31,419
Boston	17,897
Oklahoma City	11,914
Milwaukee	10,600
Cincinnati	6,000
Buffalo	6,000

SHEEP.

Chicago	36,111
Kansas City	18,486
Omaha	29,370
East St. Louis	2,966
St. Joseph	11,604
Sioux City	4,178
Cudahy	837
South St. Paul	4,629
Philadelphia	519
Indianapolis	—
New York and Jersey City	22,092
Boston	6,788
Oklahoma City	120

RECEIPTS AT CENTERS.

SATURDAY, FEBRUARY 11, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	500	8,000	4,000
Kansas City	300	500	700
Omaha	300	6,000	—
St. Louis	200	5,500	—
St. Joseph	100	2,400	300
Sioux City	500	4,000	—
St. Paul	100	1,700	300
Oklahoma City	—	500	—
Fort Worth	400	800	—
Wichita	100	2,000	—
Indianapolis	1,000	2,500	1,200
Pittsburgh	1,000	1,000	—
Buffalo	1,000	16,500	15,000
Cleveland	1,000	4,500	1,000
Nashville, Tenn.	100	2,000	100
Toronto	200	200	100

MONDAY, FEBRUARY 13, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	69,000	19,000
Kansas City	12,000	15,000	7,000
Omaha	8,000	10,000	6,000
St. Louis	4,500	20,500	700
St. Joseph	2,000	7,000	2,000
Sioux City	3,000	3,000	500
St. Paul	1,600	2,300	1,900
Oklahoma City	1,700	3,000	1,000
Fort Worth	2,000	400	100
Wichita	800	1,800	—
Indianapolis	1,000	11,900	500
Pittsburgh	1,000	3,500	200
Cincinnati	1,000	3,000	600
Buffalo	1,000	1,000	400
Cleveland	1,000	3,000	500
Nashville, Tenn.	100	1,700	—
Toronto	2,000	1,100	200

TUESDAY, FEBRUARY 14, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	17,000	13,000
Kansas City	7,000	10,000	4,000
Omaha	5,000	13,500	11,000
St. Louis	3,000	13,500	1,000
St. Joseph	2,200	10,000	3,000
Sioux City	3,000	10,000	1,000
St. Paul	1,600	2,800	2,000
Oklahoma City	1,700	3,000	—
Fort Worth	1,500	3,100	—
Wichita	1,000	1,200	100
Indianapolis	1,000	3,700	7,000
Pittsburgh	1,000	6,000	800
Cincinnati	1,000	3,500	400
Buffalo	1,000	4,300	300
Cleveland	1,000	2,000	—
Nashville, Tenn.	900	1,200	—

WEDNESDAY, FEBRUARY 15, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	31,000	10,000
Kansas City	3,000	5,000	3,000
Omaha	5,600	15,000	12,000
St. Louis	1,000	10,000	1,000
St. Joseph	1,400	6,500	3,000
Sioux City	2,500	9,000	2,000

February 18, 1922.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—One packer sold a big car of January-February spready native steers at 15½c; no other business transpiring. A limited inquiry is reported for winter brands, but prospective business is said to be small. Holdings of brands are moderate. Stocks of native descriptions are amply large. Natives quoted about 15@15½c; Texas, 15c last paid; butts, 14½@15c; Colorados, 13½@14c; branded cows, 11½@12c; heavy cows, 13½@14c; lights, 12½@13c; native bulls, 9½@10c, and branded bulls, 8@8½c, nominal.

COUNTRY HIDES steady but quiet. Business is at a standstill in most descriptions of country hides awaiting further light on the future course of the market. Interest is at present centered in the packer varieties. Reductions of moderate size have been enforced on fall and early winter kill and speculation is rife as to the extent of any depreciation to be manifest in winter kill. Operators contend prices of winter packer light native hides will exert a depressing influence on country extreme rates and for this reason they are pursuing a waiting policy. At the same time demand for choice hides has not been entirely supplied as evidenced by a bid of 11c today for grub free choice section hides which was rejected on account of inability to gather suitable stock to apply on such sales profitably. Offerings were noted at 11½c. On mildly grubby current receipt extremes, offerings are noted at 10@12½c as to section involved. Offerings of country hides are not large. Holdings are moderate in size but sellers are not pressing for business, even on the winter quality lots. Collections are somewhat restricted. All weights of seasonable country hides are quoted at 8@9c Chicago basis as to descriptions and sections. Heavy hides quoted about 11c or steers and 8½@9c for cows. Buffs are quoted at 8@8½c for business with most business in good lots, both mildly grubby and grub free at the outside level. Some sellers continue to talk a 9c basis. Extremes are quoted at 10@10½c for current quality offerings while good descriptions are usually priced at 10½@11c for business; outside bid as noted above. Branded hides, 6½@7c flat basis; country packer branded hides, 8½@11½c; bulls, 6½@7c; country packers, 8@8½c, and glue hides at 4@4½c.

NORTHWESTERN HIDES quiet. Business is slow as stocks are limited. All weight hides quoted about 8½@8½c; heavy hides at 8@8½c and lights at 10½@10½c last paid. Inside prices are nearer buyers' views on further business. Bulls quoted, 6½@7c; kipskins quoted, 9@11c; calfskins at 11@13c; horse hides, \$3.25@3.50 flat f.o.b.

CALFSKINS unchanged. No new business transpiring. Local first salted city skins last sold at 17½c and further offerings are noted. Buyers are slow to become interested, having supplied their needs. Special weights last sold at 18c. Packers offer moderate sized lots at 18c; outside city skins quoted 17@17½c for first salted stocks. A car of resalted large city skins sold at 16c as noted yesterday by a local collector. Other lots quoted down to 13c; countries, 10@13c; deacons, 8c@\$1.00; kipskins, 14½@15½c; outside lots, 12@14c; countries, 9@11c.

DRY HIDES—Western all weights quoted 13c last paid.

HORSE HIDES dull. Fresh renderers considered top at \$4.00; mixed hides about \$3.60@3.75; countries down to \$3.25; old hides, \$2.50; sheep pelts, steady. Packer sheep and lamb skins quoted \$2@2.10 last paid for points; recent sales noted at quiet figures. Small packers, \$1.50 avg.; countries to \$1.00; dry pelts, 10@13c; pickled, \$3.50@4.00.

HOGSKINS.—Country run, 15@30c; rejects half; strips, 3½@4½c.

New York.

PACKERS' HIDES.—Some inquiries are noted for brands, but buyers talk quite low and sellers are unwilling to shade, but want full western basis. Natives are quiet at 15@15½c last paid; butts quoted 14½@15c; outside asked; Colorados, 13½@14c; cows quoted at 12@12½c; bulls at 9@9½c nominal.

SMALL PACKER HIDES.—Business is slow in eastern small packer hides. Killers are willing to talk on February slaughter and ask unchanged prices from January sales. Buyers evince no interest and believe radical reductions will have to be inaugurated to induce interest. Late sales of winter native steers were effected at 14@14½c; outside hard to get. Car Penn., small packer heavy native cows, winter killed, sold at 12c. All weight cows are quoted about a 12c top. Bulls and brands, 8@8½c.

COUNTRY HIDES.—A couple of cars of N. Y. state fall extremes sold at 10½c and a car of buffs brought 8c selected. New York buyers report securing several cars of midwest buffs as low as 7½c flat basis. Boston buyers are less keen to operate, but the entire demand for good hides has not been altogether supplied, as one Ohio dealer reports declining a bid of 11c today for grub free hides owing to his inability to make the grading, due to scarcity of such hides, as well as the high rates demand for the remaining lots. Mildly grubby lots of extremes from best sections can be found at 11c, but buyers' views are seldom in excess of 10½c. On western lots 10c appears to be about the trading basis. Other sections are quoted at proportionate prices ranging down to about 9½c for Canadians and 8c for far southerners. Buff weights seem steady at 8@8½c for business.

CALFSKINS.—A little better interest is manifested in the light end of the calf-skin list, but no new business is reported. Some offerings are noted in three weight skins at 5c advance over last prices, which were \$1.60-2.10/15-2.60. Some recent business was done for export account and it is stated that some of the inquiries are from that direction. Most domestic buyers are slow to become interested. Outside skins are quoted about \$1.25@1.40 range on lights. Untrimmed skins are quoted about 17@18c basis. Some negotiations are reported pending on a line of 15,000 country calfskins. Some odd lots of N. Y. kips selling unchanged figures. Last trades were at \$3.30-40 and \$3.85.

HORSE HIDES.—Car eastern mixed horse hides sold \$3.75 untrimmed.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Feb. 15.

Trade in cattle continued active with prices in the average firm and some sales higher. The general trade indicated that cattle because of their relatively low position, compared with hogs and lambs, are

ready for a further advance. Prices this week are up 25 to 40 cents. Hogs were 10 to 20 cents higher. Choice light weights sold up to \$10.00, the highest price since last September. Sheep were firm and lambs steady, top lambs \$14.50.

Receipts today were 7,000 cattle, 10,000 hogs, and 4,000 sheep, compared with 5,000 cattle, 7,000 hogs and 4,000 sheep a week ago, and 3,825 cattle, 14,350 hogs, and 1,300 sheep a year ago.

Trade in beef cattle opened slowly with local killer buyers bidding lower. However, a number of eastern orders for good fleshy steers were in evidence and trade became active at strong prices. Nothing prime was offered. Some choice strong weight steers sold up to \$8.00 and most of the good steers brought \$7.00 to \$7.75. There was a good demand for the plain and ordinary kinds that sold at \$6.25 up. Cows and heifers sold readily at firm prices. Veal calves and bulls were steady.

The ten-dollar hog put in its appearance today for the first time in six months, when a 10 to 20 cent advance over Tuesday's high level was reported. Light weights sold at the top. The bulk of the offerings brought \$9.50 to \$9.90. Active demand from all sources caused the advance. Local packers continue to buy freely at up river markets and ship here for slaughter.

Sheep were fully steady and lambs steady. Best lambs sold up to \$14.50 or equal to Tuesday's top. Ewes sold up to \$7.65 and yearlings up to \$12.50. No feeding lambs arrived. Some 49-lb. Texas steers sold Tuesday at \$12.75.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., Feb. 15.

Moderate receipts of cattle this week have been largely responsible for a sharp recovery in the market and values are fully 25@40c higher than the close of last week for both beef steers and cow stuff. Shipping buyers are taking a good share of the choice heavy beesves, while feeder buyers have been taking the bulk of the short fed and warmed-up steers. Strictly good to choice cattle are selling at \$7.50 @8.25, fair to good grades going around \$6.75@7.40, and common to fair lots at \$6.00@6.75 and on down. Best of the heifers are moving freely at \$6.00@6.75, and best cows at \$5.00@5.75, and canniers down around \$2.50@3.50. Veal calves at \$4.50@9.50, and bulls, stags, etc., at \$3.50@5.00, have ruled strong throughout the week, and there has also been an active, strong market for anything at all desirable in the way of stock cattle and feeding steers.

Hogs continue to advance under the influence of light receipts and a vigorous demand. The hogs are not coming as freely as dealers anticipated, while the demand from both east and west coasts has been heavier than expected. As a consequence the moderate supplies are selling freely at steadily advancing figures, the market today being around 25@40c higher than a week ago. There were some 13,000 hogs here today and prices ruled 10@15c higher. Top light weights brought \$9.80, as compared with \$9.40 on last Wednesday and bulk of the trading was at \$9.25@9.65, against \$9.10@9.35 a week ago.

Activity and strength have been the outstanding features in the market for sheep and lambs, and prices are right around the high point of the season. Choice fat lambs are selling at \$13.75@14.25, and country buyers are paying as high as \$13.00@13.75 for shearing lambs. Fat yearlings are going at \$10.00@12.00, wethers at \$7.00@8.00; ewes at \$5.75@7.75.

LARD EXPORTS FROM NEW YORK.

Exports of lard from New York for the period, February 1 to February 14, 1922, were, according to unofficial reports, 22,518,000 lbs. Tallow exports were 102,000 lbs.; greases, 1,059,000 lbs.; and stearine, 58,000 lbs.

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Calfskins

LIVE STOCK MARKETS

CHICAGO.

(Reported by the U. S. Bureau of Markets.)
Union Stock Yards, Chicago, Feb. 16.

Although cattle receipts locally were nearly 3,600 greater thus far this week than like period last week, supplies at other markets were light, the ten market aggregate showing a decrease of about 1,400 from the corresponding period a week previous. A strong market today on beef steers continued a series of strong to higher sessions, dating back to a slump on Monday of last week. During the past week fat steers were treated to a substantial price revival, the upturn, which amounted to around 25c to 40c generally, having the ear marks of stability, and some in the trade regarded it as at least the early stages of an advance which will bring cattle more nearly in line with hog and fat lamb values.

Despite the approach of Lenten season, which starts the first of March, and continued slow trade on the dressed beef, the market for cattle on foot has acquired a better feeling; yet this healthy undertone is not looked upon by the trade as warranting more than normal receipts next week. Sellers were approached by all buyers, including exporters, and competition created active sessions daily, the filling of orders on foreign account along with fairly broad eastern shipments proving to be the principal influences prompting the upturn in values.

While strictly choice steers were scarce all week, the next best grade got good action, but failed to show as much advance as medium stuff, reflecting the call of the consuming public for cheaper meat. Some sales today around \$7.50 to \$8.00 looked as much as 50c or more higher than a week ago. While the bulk of this week's supply cashed at \$6.75 to \$8.00, a number of loads of good bullocks earned \$8.50 up, most of these falling in the medium to heavy weight classification. Extreme top for the week on load lots was \$9.15, paid today for 1,378-lb. steers grading choice. On Wednesday eight head of 1,083-lb. steers and heifers of choice quality and condition reached \$9.25. The next highest price during the week was \$9.00, paid for several loads averaging from 1,262 to 1,725 lbs., the latter weight representing long-fed Shorthorns of very good grade. Today shippers took a load of 1,341-lb. Herefords, and some 1,407-lb. steers went to local killers at the same price. A load of Nebraska yearlings, averaging 984 lbs., also realized this price Tuesday. Few steers except

those of undesirable quality for feeder outlet went to packers below \$6.50, although a few light fleshed, ill-bred offerings found killer outlet at \$6.25 and below.

Fat she stock was in demand and found good action most of the week. Canners and cutters, which have been relatively high sellers, ruled slow and suffered a set back of around 25c as compared with a week previous. Fat cows and heifers sold mostly within a spread of \$4.25 to \$5.75, with choice cows reaching \$6.00 to \$6.25 and better, and the best heifers available going at \$7.00 up, a few choice on the yearling order being eligible to \$8.00 mark and better.

Medium and heavy fat bulls responded to outside call and showed considerable price improvement over last week's dull market. Heavy butcher bulls were active at \$4.25 to \$4.75 today, some finding foreign outlet, while last week they dragged at \$4.00 to \$4.25 mostly. Medium weight fat bulls were worth around \$5.00 and better today, according to quality and condition, and some light yearlings flirted with the \$6.00 mark, a few of them touching that figure. Bolognas for the most part sold at \$3.75 to \$4.00, although some very good heavy sausage bulls found sale around \$4.15.

Little fluctuation was evident in the veal calf market and closing price levels today stand about the same as a week ago. Bulk of good and choice handyweight calves cleared at \$10.00 to \$10.75, with light vealers mostly around \$9.00 to \$10.00. Shippers bought their selection of choice handyweights upward from \$11.00 to \$12.00, but these were no criterion of the general market.

Chicago hog receipts for the week thus far at 153,000 showed 16,000 increase over like period last week and 2,000 over corresponding period last year. The ten market total for the week to date at 466,000 showed 22,000 increase over similar period a week ago, although still 63,000 short of corresponding period last year.

The Monday run at 68,667 was the second largest of the season and proved to be more or less of a flash in the pan, as the

(Continued on page 41.)

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Feb. 15.

Under moderate receipts and a fair local demand, the cattle market ruled strong and active here during the first half of the

week in virtually all departments. Beef steers reflected a weak undertone Monday, but the market rallied the following two days and values average 25c up for the period. The top for steers was \$8.25 per cwt., paid Wednesday for three loads averaging 1,271 lbs. The bulk of all killing steers cashed at \$6.00@7.00 and local packers offered the principal outlet.

Butcher yearlings are up 25c for the three days, advance coming Tuesday. The best yearlings available brought \$7.75 and the bulk of all light-weight steers and heifers moved from \$5.50@7.25. All classes of cows are strong to 25c higher, most showing an advance of 15@25c. Butcher grades sold largely from \$4.00@5.00, best making \$5.25@5.50. Cutter cows were available at \$3.00@3.75 and canners at \$2.50@3.25. Bulls were slow of sale throughout the period and values, if anything, are slightly lower. Beef classes sold mainly from \$4.00@5.00, with bolognas following at \$3.50@4.00.

Best veal calves at \$10.50@11.00, odd head at \$11.25@11.50, average steady to strong with closing quotations last week. Heavy and throwout calves ranged from \$5.00@8.00 and southern canner yearlings from \$3.00@4.00.

Sharply increased receipts at the hog house the current week found a slow and declining market, prices receding 15@25c from the year's record level reached on closing day last week. Receipts for three days total 51,500, comparing with 41,595 last week and 44,672 the corresponding period of last year.

Market was slow and extremely spotted, especially on strong weight and heavy hogs. Best shipping lights and strong weight pigs are found selling at \$10.10@10.25 at the present time, light butchers from \$10.00@10.15, and medium weight butchers from \$9.90@10.00. Strong weight and heavy hogs, over 250 lbs., are quotable in a wide spread of \$9.25@9.75, the former price for hogs of 300 lbs. average. Good heavy pigs, 130 to 150 lbs., sell from \$9.50@10.00, pigs weighing 100 to 120 lbs. from \$8.50@9.25, and peewees from \$7.50@8.25.

Lamb values reached a new high level for the season here the current week, top advancing to \$14.75, the first time since July, 1920. Market has advanced 60@75c per cwt. since the close of last week. Bulk of the odd lambs sold from \$14.00@14.75, medium to fair \$13.00@13.75, culs \$9.00@10.00, fat yearlings \$12.00@12.50, clipped lambs \$13.00@13.50, and fat sheep from \$6.00@7.25, the latter showing steady with the preceding week. Receipts for the three-day period just covered total 4,300, comparing with 5,478 last week and 5,926 a year ago.

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ICE AND REFRIGERATION

ICE NOTES.

Installation of an ice plant is being planned for Hoxie, Ark.

A new ice plant at Bushton, Kans., is in process of construction.

A municipal light and ice plant is contemplated for the city of Vernon, Tex.

The Bryan Ice Co., Bryan, Tex., has increased its capital from \$40,000 to \$70,000.

The Sarasota Ice & Electric Co., Sarasota, Fla., is going to install a cold storage plant.

The City Ice plant at Huntington Beach, Cal., recently suffered considerable loss by fire.

The Chickasha Ice and Cold Storage Co., Chickasha, Okla., is to make improvements costing about \$10,000.

An additional ice and storage plant is being added to the Oscar Mayer Packing Co.'s plant at Madison, Wis.

The Atlantic City Beverage & Products Co., Atlantic City, N. J., are erecting an ice plant at a cost of \$50,000.

T. P. Dalzell and L. R. Phillips are about to construct an ice plant at Santa Barbara, which will involve an investment of \$125,000.

The Globe Ice Cream Co., Los Angeles, Calif., are planning the construction of an ice plant of 250 tons daily capacity.

The South Pacific Railroad company, it is reported, will double the present capacity of the ice plant at Calwa, Calif., at a cost of \$700,000.

The Collins Ice Cream Co., Warsaw, Ind., will erect an artificial ice plant in the near future, which will have a capacity of 15 tons of ice daily.

The ice plant, in the process of construction, at Gurdon, Ark., is about completed and will begin the manufacture of ice early in March.

The Lawrenceburg Ice & Coal Co., Lawrenceburg, Tenn., of which H. J. Harlan is the manager, is installing a considerable amount of machinery.

The Blumenfield Ice & Coal Co., Memphis, Tenn., has been incorporated with a capital of \$50,000 by Moses Blumenfield, E. G. Cross and E. M. Schoder.

The Jensen Ice Works, Jensen, Fla., has been incorporated with a capital of \$40,000. Incorporators: W. L. Frederickson, B. P. Pickford and H. J. Schultz.

The new cold storage plant of the San Diego Ice & Cold Storage Co., being con-

structed on Imperial Ave., San Diego, Calif., will be completed by May 1.

The Texas Ice Co., Beaumont, Tex., of which J. C. Ward is president and secretary, 1210 Neches street, will shortly erect a new plant and install machinery.

The Lake Chester Ice Co., Chester, N. J., has been incorporated with a capital of \$25,000. Incorporators: S. C. Humbert, J. H. Humbert, G. Y. Hopier and others.

The George Brown Ice Co., Port Washington, Long Island, N. Y., has been incorporated with a capital stock of \$12,000. Incorporators: G. Brown, A. S. Brown and others.

The Central Ice Co., West Pershing Blvd., Chicago, Ill., has been incorporated with a capital stock of \$57,000. Incorporators: E. R. Adams, R. H. Adams and F. O. Mason.

Isaac Fass, Inc., Richmond, Va., has been incorporated with a capital of \$500,000 to erect a cold storage plant, the officers being Isaac Fass, president, and Sol Fass, secretary.

The Municipal Cold Storage Corporation, Manhattan, N. Y., has been incorporated with a capital stock of \$250,000. The incorporators are L. W. Robbins, R. R. Seagrass and W. G. Dickson.

Conway Ice and Fuel Co., Conway, Ark., has been incorporated with a capital of \$100,000. Incorporators, A. G. Miller of St. Louis, V. H. McNutt and Conrad Lambert of Tulsa, Okla., Fred A. Collier of St. Louis and S. R. Morgan, Little Rock, Ark.

The Kansas City Cold Storage & Warehouse Co., 3rd and Locust streets, Kansas City, Mo., lately incorporated with a capital of \$1,000,000 of which H. L. Toronto, 1301 First National Bank Building, Chicago, Ill., is president, will erect a plant to cost about \$1,250,000, which will have a cold storage capacity of 3,000,000 cubic feet.

ICE BOXES

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39 Cortlandt St.
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Packing House Specialists

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Your plant conditions demand either the Absorption or Compression type of refrigerating equipment. Let us aid you with our experience in selecting the machine which fits your requirements, assuring you the most efficient and economical service.

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MANUFACTURERS OF ICE AND REFRIGERATING EQUIPMENT—DROP FORGED STEEL VALVES AND FITTINGS—WATER TUBE AND HORIZONTAL RETURN TUBULAR BOILERS—OIL REFINERY EQUIPMENT.



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PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

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is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

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SPECIFY BOWER BRAND ANHYDROUS AMMONIA which, subject to prior sale, may be obtained from the following:

Atlanta—M. & M. Warehouse Co., Steed Thompson Engineering Co.
Baltimore—Werning, Moving, Hauling & Storage Co.; Frank R. Small, 619 Equitable Bldg.
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Buffalo—Central Supply Co.; Keystone Warehouse Co.
Chicago—Ernst O. Heinsdorf, Chemical Bldg.
Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.

El Paso—R. E. Huthsteiner, 615 Mills Bldg.
Jacksonville—Jacksonville Whse. & Distributing Co.
Mexico D. F.—Ernst O. Heinsdorf.
New York—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.
Providence—Edwin Knowles, 26 Custom House St.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Savannah Brokerage Co.
San Francisco—Maillard & Schmidell.
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.
Washington—Littlefield, Alvord & Co.

ASK FEDERAL COLD STORAGE LAW.

A federal cold storage law on lines recommended by the industry itself and specialists in the government was urged in a report of a committee on warehousing and wholesale facilities at the recent National Agricultural Conference at Washington. Frank A. Horne, president of the Merchants' Refrigerating Co. of New York, in submitting the report, pointed out the fact that the laws regulating cold storage in about 21 states varied in important particulars.

The committee suggested that exact scientific investigations be made into the storage conditions most desirable for preservation of agricultural products and the effect of storage upon conditions and quality. These might well be conducted by the U. S. Department of Agriculture.

GERMAN MEAT TRADE REPORT.

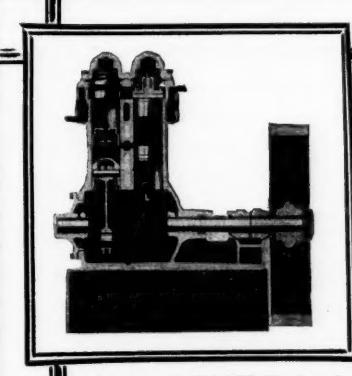
(Concluded from page 18.)

The wholesale price for fat backs from 10 to 12 pounds in weight was recently about 20½ cents per kilo (9.3 cents per pound). The German Inspection Service inspects carcasses of hogs for trichina, but dealers scarcely seem to know there is such a ruling because the condemnation of American pork is so small as to amount to nothing commercially.

Certain types of offal have always found a good market in Germany and up to the present there was an especially good trade in American pork livers. These are imported either in tierces of about 350 pounds net in a salt pickle, or frozen in boxes. Offal does not come within the ruling of pork cuts and can be freely imported.

The government has ruled, however, that frozen pork livers must be thawed out for inspection and then refrozen, but this ruling does not seem to be very closely enforced. American frozen pork livers recently sold wholesale at from 15 to 17 marks per kilo (3.4 to 3.9 cents per pound). Other offal such as beef hearts, beef tongues, kidneys, sheep hearts, etc., appear to be too high in price at the present moment to be imported in any noticeable quantity. Germany manufactured large quantities of synthetic casings during the war, but it is reported that this is no longer being done because prices now are higher than for natural casings.

Effect of Exchange on Purchasing Power.
Wages in Germany have not advanced anywhere proportionately to the decrease in the value of the mark. While wages have increased somewhat, the per diem wage for common labor, where it is highly



Section of YORK Enclosed Ammonia Compressor showing simplicity of construction.

YORK Enclosed Ammonia Compressors are designed and constructed for the BUTCHER.

—who wants a Refrigerating Machine of moderate initial cost, that is reliable under all conditions—does not require a skilled operator, nor an experienced mechanic to make repairs. All parts of the York Enclosed Compressors are made to jigs and templates, insuring the fit of repair parts. The simplicity of construction makes it possible for any Butcher to personally take care of a York Refrigerating Machine. Write us for detailed information and prices.

YORK MANUFACTURING CO.
Ice Making and Refrigerating Machinery Exclusively
YORK **PENNA.**

unionized, is 100 marks (\$0.50) per day. The great mass of common labor is being paid around 75 marks (\$0.375) per day. A mail carrier in Germany receives about 3,000 marks (\$15) per month, and the manager of the postoffice about 4,000 marks (\$20) per month. These wages particularly affect the purchase of foreign goods of any description. Goods manufactured in Germany are very cheap and to the casual observer conditions seem prosperous.

There is very little of unemployment, although hours have been reduced quite universally to eight-hour days. People are well dressed, restaurants are well filled with Germans, as well as Americans, and other foreigners. In the very best restau-

rants, not serving foreigners especially, it is possible to get a very good noonday luncheon for from 20 to 30 marks (10 to 15 cents). Everyone returning from Germany remarks about this seeming prosperity, but the great fall in the exchange has nevertheless very seriously affected the purchasing power for foreign goods.

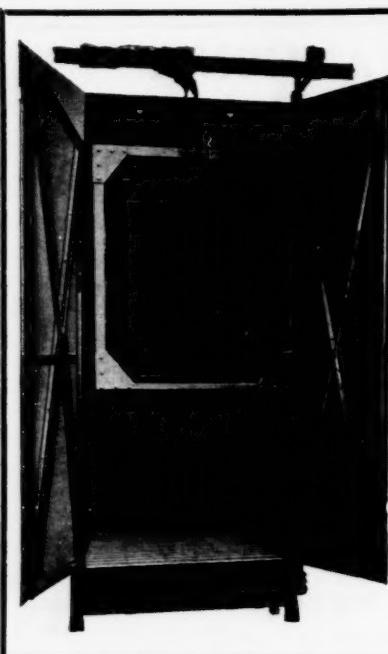
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¾ ton to 10 tons capacity
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Freezer and Cooler Rooms for the Meat and Provision Trade
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February 18, 1922.



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Cooks Frankforts in Seven Minutes. Also Suitable for All Kinds of Cooked Smoked Sausage. Coils at Bottom Use Live or Waste Steam. Goods Are Chilled by a Cold Water Spray, Either Inside or Outside of House. Gives Products a Brighter Appearance. Will Save Its Cost in Time, Labor and Space. No Handling of Goods. Satisfaction Guaranteed.

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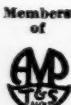
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Tables— Galv. Iron or Monel Metal Tops for Packers and Sausage Makers



Sausage Stuffing Table

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Pays For Itself in a
Short Time

**"DAY"
MEAT MIXER**

Mix your sausage and meat products with a "Day" Mixer. Eliminates leakage and waste in your plant. Made to stand the test of time. These durable mixers have served manufacturers efficiently for years. SEVEN SIZES—60 lbs. to 1100 lbs.

Write for details.

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PORK CUTS AT NEW YORK.
(Special Report to The National Provisioner from
H. C. Zauz.)

New York, Feb. 15, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 22@23c; green hams, 8@10 lbs., 24c; 10@12 lbs., 23½c; 12@14 lbs., 23c; green clear bellies, 8@10 lbs., 17c; 10@12 lbs., 17c; 12@16 lbs., 16c; green rib bellies 10@12 lbs., 16c; 12@14 lbs., 15½c; sweet pickled clear bellies, 6@8 lbs., 15½c; 8@10 lbs., 16c; 10@12 lbs., 16c; 12@14 lbs., 15c; sweet pickled rib bellies, 10@12 lbs., 15½c; 12@14 lbs., 15c; sweet pickled hams, 8@10 lbs., 24c; 10@12 lbs., 24c; 12@14 lbs., 23c; dressed hogs, 16½c; city steam lard, 11¾c; compound, 11¾c.

Western price on green cuts are as follows: Pork loins, 8@10 lbs., 18c; 10@12 lbs., 17c; 12@14 lbs., 16c; 14@16 lbs., 15c; skinned shoulders, 15c; boneless butts, 23c; Boston butts, 16c; lean trimmings, 14c; regular trimmings, 8c; spareribs, 15c; neck ribs, 6c; kidneys, 8c; livers, 4c; pig tongues, 13c; pig tails, 11c.

CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week ago and year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Feb. 9, 1922, as follows:

	Sales Week ending Feb. 9,	Same Week Feb. 9, 1921.	Top price good lambs Week ending Feb. 9, 1921.	Same Week Feb. 9, 1921.	Top price good lambs Week ending Feb. 9, 1921.
Toronto (U.S. Y.)...1,461	1,920	2,011	\$13.00	\$13.00	\$12.50
Montreal (Pt. St. Chs.)...110	78	136	10.00	12.50	.....
Montreal (E.)...148	21	113	10.00	12.50	.....
Edmonton...613	264	688	9.25	12.00	9.00
Calgary...1,318	1,438	2,236	7.50	11.00	9.50
Edmonton...65	77	404	9.00	10.50	9.00
Prince Albert... Moose Jaw...N.H.	...	...	...	...	...

FIRST ARGENTINE BUTTER HERE.

The first shipment of butter ever sent from Argentina arrived recently at New York. The butter has been arriving in large quantities from Denmark, keeping the price comparatively low this winter. With the shipment of butter from Argentina it is thought by shipping men the price will drop still lower.

*Write for book
"Entrance to Better
Knowledge On Handling
Methods"*

**STANDARD
CONVEYOR
CO.**

NORTH SAINT PAUL
MINNESOTA

FOR PURCHASING DEPARTMENTS

NEW OIL REFINING AGENT.

Manufacturers and refiners of vegetable oils, chemicals, pharmaceuticals, sugar, syrups, maltose and glucose, will be more than casually interested in the new plant now being erected near Marshall, Tex., for the production of Darco. Darco is a new refining, purifying, deodorizing and decolorizing carbon, said to be highly efficient in the refining process in many industries.

Refining carbons play an important part in the production of sugars, syrups, glucose, maltose, milk sugar, vegetable oils and fats, lard and butter substitutes, glycerine, alcohol, citric, lactic and tartaric acids, cream of tartar, pharmaceuticals, etc. This new carbon is said to physically remove all impurities from the materials treated and cause no chemical action or reaction whatsoever, as commonly occurs when chemical bleaches are used.

The location of the new operation is on an 85 acre site along the main line of the Texas Pacific Railroad, adjacent to the city of Marshall, Tex. The plant proper will consist of several large buildings of structural steel, sheathed with corrugated galvanized iron. The power plant will furnish electricity, air, steam and water, and consist of extra large generators, with all necessary auxiliaries. The boilers will be fired with natural gas, with oil as an auxiliary fuel.

In designing the plant particular attention was paid to the efficient handling of materials. From raw material to finished product, through all operations of the process, the material will be handled by mechanical conveyors of the most modern design, and in many instances especially designed for the purpose. It is expected that the new plant will be in operation in the early spring of 1922. The output will be of such proportions that manufacturers will be assured of a steady supply of Darco to adequately take care of their requirements.

As an aid to manufacturers in the solution of their decolorizing and refining problems the Darco Corporation has recently completed a new research laboratory at their headquarters, Wilmington, Delaware, where technical assistance as to the proper use and application of Darco is available. Darco is now being manufactured on a limited scale at Houma, La. The Darco Corporation is controlled by the Atlas Powder Company of Wilmington, Delaware.

CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Feb. 9, 1922:

CATTLE.

	Top price good steers (1,600-1,200 lbs.)					
Sales	Week	Same	Week	Same	Week	
Week	ending	week,	ending	week,	ending	
Toronto (U.S. Y.)	4,735	4,475	3,638	\$8.00	\$10.00	\$7.50
Montreal (Pt. St. Chs.)	782	381	640	7.50	10.50	7.75
Montreal (E. End)	538	218	500	7.50	10.50	7.75
Winnipeg	1,739	816	1,395	6.25	8.50	6.50
Calgary	872	737	782	6.50	7.25	7.00
Edmonton	324	767	577	6.50	7.25	6.50
Prince Albert	1	...	23	...	...	4.50
Moose Jaw	44	...	57	6.00	...	5.00

CALVES.

	Top price good calves					
Sales	Week	Same	Week	Same	Week	
Week	ending	week,	ending	week,	ending	
Toronto (U.S. Y.)	991	601	754	\$14.25	\$16.50	\$15.00
Montreal (Pt. St. Chs.)	504	245	379	12.50	16.00	13.00
Montreal (E. End)	328	451	254	12.50	16.00	13.00
Winnipeg	204	27	140	6.25	7.00	6.00
Calgary	37	27	100	6.25	7.00	6.00
Edmonton	43	51	44	7.00	10.00	7.00
Prince Albert	1	...	...	...	...	...
Moose Jaw	13	...	7.00	...	...	...

AUTOMATIC SMOKE HOUSE CONTROL.

One of the serious problems that has always faced the meat smoker was that of keeping an even temperature in the smokehouse, and to prevent overheating the smokehouse.

Sausage-makers say they have found the wood fire unreliable as an even temperature producer. In spite of all efforts, the wood fire either produced too much or not enough heat. At all times the smokehouse temperature was unsteady. The greatest trouble was in overheating.

Where the smokehouse became overheated the fat started to run, causing a heavy loss in shrinkage. If this overheating was allowed to continue, the result was burnt meat, and very often bad smokehouse fires, which always resulted in heavy losses. The wood fire required constant watching, and the greatest care had to be exercised at all times with this old method of smoking to prevent overheating.



Automatic Smoke House Equipment.

Some years ago gas and sawdust became a great factor in meat smoking, and when gas was used it is said the danger of overheating was greatly reduced. Today there is on the market an automatic heat regulated gas smokehouse equipment that its makers claim eliminates all danger of overheating. Not only do they say this new system eliminates all danger of overheating, but that it also maintains a steady, even temperature in the smokehouse during the smoking period.

This even temperature is made possible by the installation of a specially-designed gas burner equipment controlled by an automatic heat regulator. The operation of this new equipment is simple. The regulator is set at any desired degree of temperature (about 120° for hams and 160° for sausage), the gas is then lighted and turned on fully; the wet sawdust is applied to produce the smoke, and the temperature problem of the smoker is over.

When the temperature in the smokehouse reaches the set degree of heat, the gas is automatically turned down, and when the temperature of the house drops a few degrees, the gas is turned on again.

So accurate and sensitive is this automatic control that when once the temperature in the smokehouse reaches the proper degree of heat, it is claimed the temperature in the house thereafter will vary but a few degrees during the entire smoking period. This ideal condition is one

that will be appreciated by any meat smoker. The only labor necessary, after the apparatus is put in operation, is the occasioned application of wet sawdust.

The picture shows one of these Automatic Smokehouse Equipments. The door of the smokehouse has been opened so that the gas burning machine may be seen in operation. The automatic system of smoking meat is manufactured and installed by the Airoblast Corporation, 1867 S. Clark St., Chicago, Ill. Their advertisement appears on another page of this issue, and their 32-page booklet which describes this automatic system of smoking will be sent on request.

PACKERS BUILD MANY PLANTS.

Henschien & McLaren, packinghouse architects, Chicago, are preparing plans and specifications for a great deal of new packinghouse work. Plans and specifications have been completed for the following work to be started immediately:

New plant for the Emmart-Thomas Packing Co., Louisville, Ky., capacity of 1,000 hogs and 100 cattle per day.

A cold storage and wholesale market building for the Brooklyn Retail Butchers Corp., Brooklyn, N. Y., is to be erected on the property recently acquired on the corner of Atlantic Ave. and So. Elliott Place. This building will be one of the finest in the East, with twelve large wholesale market stores, cold storage and freezers.

John Morrell & Co. will erect a large five-story sausage factory and smoked meat building at their Ottumwa plant, foundations for which were put in last fall.

A. C. Hofmann & Sons, Syracuse, N. Y., will erect a four-story cold storage building as an addition to their plant.

Rochester Packing Co. will install new refrigeration and rebuild their killing floor and tank house.

Neuhoff Packing Co., Nashville, Tenn., will build a new engine room and make other improvements to their plant.

P. P. Williams & Co., Vicksburg, Miss., are putting in cold storage and refrigeration in their warehouse.

The Evansville Packing Co., Evansville, Ind., will build additional smokehouses and a new sausage factory.

The Brennan Packing Co., Chicago, are enlarging their ice factory and putting in additional refrigerating machinery.

SAUSAGE KINGS BOOST HOTTMANN.

Oscar Mayer & Company, Inc., Chicago, known everywhere as one of the world's greatest sausage makers, writes under date of February 6th, 1922, to the Hottmann Machine Co.: "We have found the Hottmann Cutter and Mixer to be a highly efficient machine; and do not hesitate to recommend it from the standpoint of its volume of production and the quality of its product."

Another king of this great industry, Adolf Gobel, Brooklyn, also uses and recommends the Hottmann.

HIGHEST QUALITY-LOWEST PRICE

INK
MEAT BRANDING
INK
HAY INK MFG. CO.
826-13th St. Washington D.C.

Chicago Section

F. R. Burrows, of the G. H. Hammond Company, is spending some time in the South recuperating from a recent illness.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 29,309 cattle, 93,743 hogs and 27,484 sheep.

S. B. Stafford was re-elected president of the Chicago Livestock Exchange for his third consecutive term at the recent annual election.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, Feb. 11, 1922, for shipment sold out, ranged from 7.00 cents to 16.00 cents per pound; average 10.44 cents per pound.

C. H. Ungerman, president of the Birmingham Packing Co., Birmingham, Ala., was in Chicago during the past week.

George L. Franklin, president of the Dunlevy-Franklin Co., Pittsburgh, Pa., was a visitor in Chicago this week.

E. S. LaBart, director of publicity of Wilson & Company, gave an address on "Financial Advertising of Today" at the recent luncheon of the Chicago Advertising Council in which he expressed himself as optimistic regarding business conditions.

George W. King, the well-known New England broker and distributor of lard and bacon and all vegetable oils, paid a short visit to Chicago this week. Mr. King has this year favored his friends with a very fine calendar.

Among the visitors to Chicago during the week were Isaac Powers, president of the Home Packing and Ice Co., Terre Haute, Ind.; Fred Dryfus of the Dryfus Packing & Provision Co., Lafayette, Ind.; P. A. Jacobson, president of the Interstate Packing Co., Winona, Minn.; Frank Kohrs, of the Kohrs Packing Co., Davenport, Ia.; W. B. Smith, superintendent of the Theuer-Norton Provision Co., Cleveland, O., and Chas. H. Reimers also of Cleveland.

**C. W. Riley, Jr.
BROKER**
2109 Union Central Bldg., Cincinnati, Ohio
Provisions and Packing House Products, Oils, Greases and Tallow

H. C. GARDNER F. A. LINDBERG
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M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing, etc. You Profit by Our 25 Years' Experience.
Lower Construction Cost. Higher Efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill.
Cable Address, Pacarco

Oscar G. Mayer, vice-president and general manager of Oscar Mayer & Co., Chicago, is in New York this week, on an inspection of their New York branch.

W. L. George, the famous English novelist, absorbed a lot of Packingtown atmosphere one day this week under the guidance of Richard Hebb of Swift & Company's public relations department.

Arthur D. White, head of Swift & Company's public relations department, chaperoned the Japanese delegation to the Washington arms conference about the Stock Yards this week as they were on their return trip to the Far East. He also entertained them at luncheon in the Swift restaurant.

The Davidson Commission Co., the well known brokers, have issued their 1921 statistical pamphlet in which are compiled the prices of packinghouse products and vegetable oils according to Board of Trade quotations in Chicago for a long series of years. Copies of this interesting compilation can be had by sending a request to The Davidson Commission Co., Postal Telegraph Building, Chicago.

Some of the stunts of the amateur troupe of Morris & Co., at the production of the "Jollies" this week in the Aryan Grotto Temple, would have made the stars of Negro minstrel days proud of their successors. Much talent was revealed among Morris employees and the cast played to a capacity house. Officials of Morris & Co., and relatives and friends of the actors gave the performance a rousing reception.

Provision shipments from Chicago for the week ending Saturday, Feb. 11, 1922, were as follows:

Past week.	Previous week.	Last year.
Cured meats	12,205,000	17,112,000
Lard	8,719,000	9,345,000
Fresh meats	23,312,000	27,857,000
Pork	7,070	5,763
Canned meats	9,558	12,834
		37,086

Receipts for the week: Cured meats, 1,163,000 lbs.; fresh meats, 9,056,000 lbs.; lard, 1,810,000 lbs.; pork, 100 bbls.

Fred J. Anders
Chas. H. Reimers
Anders & Reimers
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ENGINEERS
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Packing House
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PACKING PLANTS AND COLD STORAGE CONSTRUCTION

The Stadler Engineering Co.
ARCHITECTS AND ENGINEERS
We Specialize in
PACKING PLANT CONSTRUCTION
Cold Storage and Garbage Reduction Plants
820 Exchange Ave. CHICAGO U. S. Yards

Vice President C. B. Heinemann of the Institute of American Meat Packers is in Washington this week attending a conference between Southern packers and railroad representatives on the subject of livestock rates. He will also appear before the Interstate Commerce Commission in the general rate reduction case. While in that vicinity he will visit packer members of the Institute in Baltimore and Washington.

"Uncle Jack Phillips," vice-president of the Birmingham Packing Co., Birmingham, Ala., went up to Kentucky last week and created a sensation at the tenth annual "farm and home convention" of the Kentucky College of Agriculture at Lexington. "Uncle Jack" is a member of the Committee on Improved Livestock Breeding of the Institute of American Meat Packers, and what he told the assembled producers about hog yields made their eyes bulge out. In a white gown and armed with a knife and steel, he was the center of attraction, and his visit did a tremendous lot of good.

CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions at Chicago on Feb. 14, 1922, with comparisons for Jan. 31, 1922, and a year ago are reported officially as follows:

	Feb. 14, 1922.	Jan. 31, 1922.	Feb. 14, 1921.
Mess pork, new, made since Oct. 1, 1921,		796	1,455
bbls			3,120
Mess pork, made Oct. 1, 1919 to Oct. 1, 1921			250
P. S. lard, made since Oct. 1, 1921, lbs.	13,895,137	15,189,003	33,369,628
P. S. lard, made Oct. 1, 1920, to Oct. 1, 1921	34,000	49,000	100,736
Other kinds of lard,	4,134,728	3,753,231	6,965,976
Sh. rib middles, made since Oct. 1, 1921, lbs.	121,087	278,538	7,576,878
Sh. rib middles, made prev. Oct. 1, 1921, lbs.	254,776	473,755	50,000
Ex. sh. cl. middles, made since Oct. 1, 1921, lbs.	270,087	388,319	1,936,001
Ex. sh. cl. middles, made prev. Oct. 1, 1921, lbs.	268,387	294,287	.....

Frank D. Chase, Inc.

Architects & Engineers

Layout and design of economical and efficient packing and cold storage plants

645 N. Michigan Ave. CHICAGO

LEON DASHEW
Counselor At Law
15 Park Row New York

References
Armour & Company
The Cudahy Packing Co.
Austin, Nichols & Co.
New York Butchers Dressed Meat Co.
Joseph Stern & Sons, Inc.
Manhattan Veal & Mutton Co.
United Dressed Beef Co.

CHICAGO LIVESTOCK MARKETS.

(Continued from page 35.)

receipts since Monday have been comparatively light. The bullish undertone of the present hog market was clearly exhibited on Monday, when trade opened mostly 10@15c lower and regained part of that loss, especially on butchers by the close of the session. The Monday loss was completely obliterated on Tuesday and a slight gain added, with advances scored yesterday and today.

Thursday's advance brought the top and average prices to new high pedestals for the season, and the average cost above \$10.00 for the first time. These advances were scored, despite the fact that shipments for the week to date at 37,000 were 11,000 less than the same period last week and were about 25 per cent of the receipts, compared with 35 per cent the week previous. Nearly half of 37,000 shipped were sent out on Monday. Several of the smaller local packers continued to purchase eagerly the lighter weight hogs, especially those weighing 160 to 200 lbs.

Top Thursday was \$10.40, which was 30c higher than Thursday of last week, and today's bulk was \$9.90@10.30, with many loads of desirable 260 to 300 lb. butchers making \$10.00. Market closed Thursday as compared with one week earlier largely 35@65c higher, with the desirable heavier weight hogs up the most, narrowing the spread in prices to a considerable degree. Quality continued good.

After a dearth of pig orders at the end of last week and the first two days of this week some shipping and local orders appeared Wednesday, when good 100 to 120 lb. pigs were bought as low as \$8.50. A 25@50c gain was registered Thursday with desirable 100 to 120 lb. pigs at \$9.00@9.25 and lighter weights or less desirable grades down to \$8.50. Good and choice 120 to 130 lb. pigs made \$9.50@10.00, as they were eligible to go in with light lights.

The march upward in provision and grain prices has practically kept pace with the rise in hog prices during the past week.

Further sharp price gains this week, on top of the phenomenal advances previously scored, have lifted sheep and lamb values to new high levels of the season and put top lambs to a higher level than has been touched since July, 1920. The extent of the advances which have been practically uninterrupted since the inception of the rise last fall is forcefully disclosed by a comparison of current prices with those prevailing at the low time in October last when the top on fat lambs was \$8.25 and with a period in last November when \$3.75 bought choice medium weight ewes and when fat heavy ewes sold largely at \$2.00 @2.50. Today's top on lambs was \$15.50, while fat ewes have sold up to \$8.50 this week and \$7.00 or better has been paid for some heavy ewes no better than the \$2.50 kind on the fall low spot.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Feb. 16, 1922, are reported to the National Provisioner, as follows:

Armour & Co.	12,200
Anglo-American Provision Co.	5,800
Swift & Co.	10,600
G. H. Hammond & Co.	6,500
Morris & Co.	8,900
Wilson & Co.	6,600
Boyd-Lunham & Co.	7,300
Western Pkg. & Prov. Co.	15,200
Roberts & Oake.	7,000
Miller & Hart.	5,900
Independent Packing Co.	7,000
Brennan Packing Co.	5,900
Wm. Davies Co.	4,500
Others	9,000
Total	112,400

DECEMBER BY-PRODUCTS YIELDS.

Yields and production of animal by-products in December in federally inspected plants are reported by the U. S. Bureau of Markets as follows:

Class.	Av. per 100 lbs.		Total produc- tion, ¹ Dec.	Total pro- duction, Jan. Dec.
	Av. per live animal, wt. Lbs.	Total Lbs.		
Edible beef fats (unrendered)	36.23	3.59	21,238,000	319,496,000
Edible beef offal	23.40	2.32	13,717,000	198,324,000
Cattle hides.....	68.18	6.76	39,967,000	505,556,000
Edible calf fats (unrendered)	1.65	0.95	427,000	5,370,000
Edible calf offal	5.44	3.12	1,409,000	21,212,000
Lard (rendered)	36.12	16.38	137,502,000	1,384,360,000
Edible hog offal	4.42	2.00	16,826,000	205,124,000
Hog trimmings.....	8.36	3.79	31,825,000	350,126,000
Inedible grease (rendered)	3.34	1.51	12,715,000	117,717,000
Sheep edible fat (unrendered)	2.45	2.97	2,180,000	30,832,000
Sheep edible offal	1.20	1.45	1,068,000	20,178,000

¹Calculated for establishments having Federal inspection only.

FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Monetary Country, unit.	Par value in U. S. money.	Value on Feb. 16, 1922.
Austria—Krone	\$.293	.0003
Belgium—Franc .....	.193	.0826
Czecho-Slovakia—Krone	*	.0190
Denmark—Krone .....	.268	.2072
Finnland—Flimmark .....	.193	.02
France—Franc .....	.193	.0865
Germany—Mark .....	.238	.005
Great Britain—Pound	4.866	4.35125
Greece—Drachma .....	.193	.0455
Italy—Lira .....	.193	.0486
Japan—Yen .....	.498	.47625
Jugo-Slavia—Krone	*	.0033
Netherlands—Florin .....	.402	.3735
Norway—Krone .....	.238	.1692
Poland—Polish Mark	*	.000295
Romania—Leu .....	.193	.008
Russia—Rouble .....	.515	....
Serbia—Dinar .....	.193	.0132
Spain—Pesa .....	.193	.1555
Sweden—Krona .....	.268	.2025
Switzerland—Franc .....	.193	.1950
Turkey—Turkish Pound .....	.410	.70

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.



Lard and Compound PAILS and DRUMS

Sanitary Key Opening

MEAT CANS

*Superior quality at
reasonable prices for
prompt shipment.*

WHITAKER GLESSNER CO.
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WHEELING CAN DEPARTMENT

Indianapolis, Ind., 303 Transportation Bldg.
Dallas, Tex., 517 Dallas County State Bk. Bldg.
Columbus, Ohio, 66 Columbia Bldg.
Chicago, Ill., 1966 Conway Bldg.
New York, N. Y., 120 Broadway.

February 18, 1922.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle	Calves	Hogs	Sheep
Monday, Feb. 6	20,490	2,559	49,357	13,729
Tuesday, Feb. 7	10,700	3,268	32,375	13,555
Wednesday, Feb. 8	1,864	1,801	11,142	10,289
Thursday, Feb. 9	8,906	4,964	38,225	9,459
Friday, Feb. 10	4,726	1,001	32,977	5,536
Saturday, Feb. 11	500	200	8,000	4,000
Total for week	52,805	14,150	177,961	56,568
Previous week	53,507	16,854	185,635	82,921
Year ago	43,457	12,678	204,556	77,847
Two years ago	59,003	13,175	144,859	67,864

SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Monday, Feb. 6	5,343	289	18,151	4,170
Tuesday, Feb. 7	3,092	410	13,078	7,200
Wednesday, Feb. 8	1,187	98	10,400	1,800
Thursday, Feb. 9	4,123	305	11,318	3,591
Friday, Feb. 10	3,071	148	10,841	2,887
Saturday, Feb. 11	300	...	3,000	700
Total for week	20,038	1,259	62,756	20,457
Previous week	19,709	1,508	56,065	31,000
Year ago	21,659	1,427	49,618	20,533
Two years ago	23,593	1,027	50,178	16,244

Total receipts at Chicago for year to Feb. 11 and corresponding period of 1921:

	Week	Year to date
Week ending Feb. 11	581,000	3,770,000
Previous week	574,000	3,770,000
Cor. week, 1921	514,000	4,091,000
Cor. week, 1920	538,000	4,768,000
Cor. week, 1919	708,000	5,588,000
Cor. week, 1918	729,000	4,768,000
Cor. week, 1917	773,000	5,239,000
Cor. week, 1916	793,000	5,630,000
Cor. week, 1915	617,000	5,034,000
Cor. week, 1914	490,000	3,965,000

Combined receipts at seven points for week ending Feb. 11, 1922, with comparisons:

	Cattle	Hogs	Sheep
Week ending Feb. 11	1,011,000	489,000	103,000
Previous week	158,000	189,000	28,000
1921	127,000	588,000	211,000
1920	166,000	436,000	206,000
1919	216,000	683,000	175,000
1918	192,000	572,000	147,000
1917	176,000	680,000	235,000
1916	136,000	673,000	218,000
1915	90,000	555,000	192,000
1914	136,000	421,000	271,000

Combined receipts at seven markets for year to Feb. 11, 1922, comparisons:

	Cattle	Hogs	Sheep
1922	1,005,000	3,158,000	1,174,000
1921	1,056,000	3,652,000	1,320,000
1920	1,353,000	3,848,000	1,231,000
1919	1,557,000	4,050,000	1,292,000
1918	1,347,000	3,747,000	1,191,000
1917	1,256,000	4,444,000	1,470,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago packers' hog slaughter for week ending Feb. 11, 1922:

	Cattle	Hogs	Sheep
1922	1,005,000	3,158,000	1,174,000
1921	1,056,000	3,652,000	1,320,000
1920	1,353,000	3,848,000	1,231,000
1919	1,557,000	4,050,000	1,292,000
1918	1,347,000	3,747,000	1,191,000
1917	1,256,000	4,444,000	1,470,000

Brennan Packing Co.

Wm. Davies Co.	6,000
Others	4,100
	16,100

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle	Hogs	Sheep	Lamb
Total	\$ 7.15	\$ 9.50	\$ 7.40	\$13.25
Previous week	7.00	9.05	7.35	12.25
Year ago	8.00	9.25	9.10	11.00
Two years ago	13.35	14.80	13.60	20.20
Cor. week, 1921	15.85	17.85	16.00	16.90
Cor. week, 1919	11.50	16.10	11.85	16.35
Cor. week, 1918	10.40	12.35	11.20	14.40
Cor. week, 1916	8.20	8.20	7.55	11.00
Cor. week, 1915	7.20	6.65	8.45	8.45
Cor. week, 1914	8.25	8.05	7.55	7.55
Cor. week, 1913	8.30	8.36	8.60	8.60
Cor. week, 1912	6.00	6.22	4.05	6.05
Cor. week, 1911	6.15	7.26	4.25	6.10

Average 1911-1921... \$ 9.45

Open. High. Low. Close.

PORK—(Per bbl.)—

May 121,500

130,300

166,300

101,000

121,500

121,500

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,	
	Feb. 18.	1921.	
Prime native steers.....	15 @16	17 @19	
Good native steers.....	14 @15	15 @17	
Medium steers.....	10 @14	13 @15	
Hifers, good.....	10 @14	13 @16	
Cows.....	7 @11	13 @16	
Hind quarters, choice.....	6 @21	6 @26	
Fore quarters, choice.....	6 @11	6 @14	

Beef Cuts.

Steer Loins, No. 1.....	630	636	
Steer Loins, No. 2.....	626	630	
Steer Short Loins, No. 1.....	638	646	
Steer Short Loins, No. 2.....	635	642	
Steer Loin Ends (hips).....	623	627	
Steer Loin Ends, No. 2.....	622	626	
Cow Loins.....	12 @16	19 @25	
Cow Short Loins.....	16 @24	24 @29	
Cow Steaks, No. 1.....	6 @15	6 @18	
Cow Steaks, No. 2.....	6 @22	6 @26	
Cow Ribs, No. 2.....	6 @19	6 @23	
Cow Ribs, No. 1.....	6 @7	6 @24	
Cow Ribs, No. 2.....	6 @15	6 @21	
Cow Ribs, No. 1.....	10 @11	6 @15	
Steer Rounds, No. 1.....	6 @13 1/2	6 @15	
Steer Rounds, No. 2.....	6 @12	6 @14	
Steer Chucks, No. 1.....	6 @9 1/2	6 @11 1/2	
Steer Chucks, No. 2.....	6 @8 1/2	6 @10	
Cow Rounds.....	9 1/2 @11	12 @13	
Cow Chucks.....	6 1/2 @7	6 @8 1/2	
Steer Plates.....	6 @8	6 @2 1/2	
Medium Plates.....	6 @7 1/2	6 @9 1/2	
Briskets, No. 1.....	6 @16	6 @20	
Briskets, No. 2.....	6 @12	6 @15	
Steer Navel Ends.....	6 @5	6 @11	
Cow Navel Ends.....	6 @4	6 1/2 @6 7	
Fore Shanks.....	6 @4 1/2	6 @7	
Hind Shanks.....	6 @4	6 @7	
Rolls.....	6 @20	6 @24	
Strip Loins, No. 1, boneless.....	50	60	
Strip Loins, No. 3.....	645	645	
Strip Loins, No. 2.....	612	620	
Sirloin Butts, No. 1.....	625	640	
Sirloin Butts, No. 2.....	618	632	
Sirloin Butts, No. 3.....	615	623	
Beef Tenderloins, No. 1.....	670	675	
Beef Tenderloins, No. 2.....	660	663	
Rump Butts.....	617	625	
Flank Steaks.....	620	625	
Boneless Chucks.....	69	612	
Shoulder Clods.....	612	618	
Hanging Tenderloins.....	68	614	
Trimmings.....	65	8 @14	

Beef Product.

Brains, per lb.....	11 @12	10 @12	
Hearts.....	6 @5	6 @8	
Tongues.....	25 @30	60 @32	
Sweetbreads.....	30 @32	45 @48	
Ox-Tail, per lb.....	9 @12	8 @11	
Fresh Tripe, plain.....	6 @4	6 @6 1/2	
Fresh Tripe, H. C.....	6 @5	10 1/2 @11	
Livers.....	8 3/4 @10	10 @12	
Kidneys, per lb.....	6 @8	6 @11	

Veal Product.

Choice Carcass.....	17 @18	18 @19	
Good Carcass.....	15 @16	13 @17	
Good Saddles.....	20 @24	28 @30	
Good Backs.....	10 @15	10 @14	
Medium Backs.....	7 @8	7 @8	

Lamb Product.

Choice Lambs.....	29 @30	6 @16	
Medium Lambs.....	27 @28	6 @15	
Choice Saddles.....	32 @34	6 @24	
Medium Saddles.....	630	622	
Choice Fore.....	624	68	
Medium Fore.....	622	67	
Lamb Pries, per lb.....	630	624	
Lamb Tongues, each.....	618	618	
Lamb Kidneys, per lb.....	628	25 @28	

Mutton.

Heavy Sheep.....	6 @12	6 @8	
Light Sheep.....	6 @17	6 @10	
Heavy Saddles.....	616	6 @12	
Light Saddles.....	620	6 @15	
Heavy Fore.....	6 @9	6 @5	
Light Fore.....	6 @14	6 @6	
Mutton Legs.....	622	618	
Mutton Loins.....	616	6 @2	
Mutton Steen.....	6 @9	6 @3 1/2	
Sheep Tongues, each.....	618	618	
Sheep Heads, each.....	618	615	

Fresh Pork, Etc.

Dressed Hogs.....	6 @12	6 @14	
Pork Loins.....	6 @17 1/2	6 @19	
Leaf Lard.....	6 @10 1/2	6 @12 1/2	
Tenderloin.....	6 @36	6 @62	
Spare Ribs.....	6 @9 1/2	6 @12 1/2	
Butts.....	6 @13	6 @15	
Hocks.....	6 @11 1/2	6 @13	
Trimmings.....	6 @15	6 @8	
Extra lean trimmings.....	6 @11	6 @12 1/2	
Tails.....	6 @11	6 @14	
Snouts.....	6 @9 1/2	6 @4 1/2	
Pigs' Feet.....	6 @7 1/2	6 @6	
Pigs' Heads.....	6 @8	6 @9	
Blade Meat.....	6 @9	6 @9	
Blade Meat.....	6 @11 1/2	6 @16	
Cheek Meat.....	6 @7	6 @9	
Hog Livers, per lb.....	6 @7	4 @6	
Neck Bones.....	6 @3 1/2	6 @4 1/2	
Skinned Shoulders.....	6 @13 1/2	6 @15	
Pork Hearts.....	6 @4 1/2	6 @6	
Pork Kidneys, per lb.....	6 @4 1/2	6 @5	
Pork Tongues.....	6 @14	6 @14	
Slip Bones.....	6 @9	6 @9	
Tall Bones.....	6 @8	6 @10	
Brains.....	10 @11	14 @15	
Back fat.....	6 @11 1/2	6 @14	
Hams.....	6 @22 1/2	6 @26	
Calas.....	6 @12 1/2	6 @14	
Bellies.....	6 @19	6 @22	

SAUSAGE.

Columbia, Cloth, Bologna.....	6 @13 1/2		
Bologna, large, long, round, in casings.....	6 @13 1/2		
Choice Bologna.....	6 @13 1/2		
Frankfurts.....	6 @13 1/2		
Liver Sausage, round.....	6 @13 1/2		
Tongue and blood sausage, with pork.....	6 @14 1/2		
New England Style Sandwich Sausage.....	6 @14 1/2		
Prepared Luncheon Sausage.....	6 @14 1/2		
Liberty Luncheon Sausage (Berliner).....	6 @14 1/2		
Oxford Lean Butts.....	6 @14 1/2		
Polish Sausage.....	6 @14 1/2		
Garlic Sausage.....	6 @14 1/2		
Country Smoked Sausage.....	6 @14 1/2		
Pork Sausage, bulk.....	6 @14 1/2		
Pork Sausage, short link.....	6 @14 1/2		
Luncheon Roll.....	6 @14 1/2		
Blutwurst, Loaf.....	6 @14 1/2		
Ox Tongues, jellied.....	6 @14 1/2		
Macaroni and Cheese, Loaf.....	6 @14 1/2		
Loin Roll, cooked.....	6 @14 1/2		

Summer Sausage.

D'Arles, new goods.....	6 @37		
Beef Casings Salami.....	6 @36		
Italian Salami (new goods).....	6 @39		
Capri.....	6 @31		
Holsteiner.....	6 @22		
Farmer.....	6 @30		

Sausage in Brine.

Bologna, kits.....	6 @1.60		
Bologna, 1/2@8 1/2@8	2.20 @10.00		
Pork, Link, kits.....	6 @1.77		
Pork, Link, 1/2@8 1/2@8	2.30 @10.00		
Polish Sausage, kits.....	6 @1.73		
Polish Sausage, 1/2@8 1/2@8	2.30 @10.30		
Frankfurts, kits.....	6 @1.65		
Frankfurts, 1/2@8 1/2@8	2.30 @10.30		
Blood Sausage, kits.....	6 @1.65		
Blood Sausage, 1/2@8 1/2@8	2.30 @10.30		
Blood Sausage, kits.....	6 @1.50		
Blood Sausage, 1/2@8 1/2@8	2.30 @10.30		
Liver Sausage, kits.....	6 @1.50		
Liver Sausage, 1/2@8 1/2@8	2.30 @10.30		
Head Cheese, kits.....	6 @1.70		
Head Cheese, 1/2@8 1/2@8	2.20 @9.75		

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	18.25		
Pickled Plain Tripe, in 200-lb. barrels.....	13.00		
Regular H. C. Tripe, in 200-lb. barrels.....	18.00		
Pocket H. C. Tripe, in 200-lb. barrels.....	19.50		
Pickled hog chitterlings, uncooked, bbls.....	20.00		
Pickled hog chitterlings, cooked, bbls.....	24.00		
Sheep Tongues, short cut, barrels.....	34.00		
Sheep Tongues, long cut, barrels.....	34.00		
Pork Tongues, barrels.....	48.00		

CANNED MEATS.

Corned beef.....	Per doz. 2.35 \$ 2.35	Per doz. 2.35 \$ 2.35
Roast beef.....	2.35 3.25	15.00
Roast mutton.....	2.35 3.25	15.00
Sliced dried beef.....	2.15 4.50	52.00
Ox tongue, whole.....	12.50 15.00	55.00
Lunch tongue.....	2.35 3.90	29.00
Corn beef hash.....	1.50 3.10	4.50
Roast beef hash.....	1.50 2.35	4.50
Hamburger steak with onions.....	1.50 2.35	4.50
Vienna style sausage.....	1.15 2.25	4.15
Luncheon sausage.....	1.20	2.00
Breakfast sausage, 1/2@8 1/2@8	2.00 3.50	2.00

LARD.

Pure Lard, kettle rendered, per lb., tcs.....	@13 1/2		
Pure Lard.....	@13		
Cooking oil, per gal., in barrels.....	@12		
Bakers' special cooking oil.....	@12		
Barrels, 1/2@8 1/2@8 over tierces; half barrels, 1/4@8 over tierces; tubs and palls, 10 to 80 lbs., 1/4@8 to 1/2 over tierces.....	@13 1/2		

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi- cago.....	@18	
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Retail Section

Prime Cuts

"YOU'VE SEEN OUR PICTURES."

Two men recently opened a butcher store and did considerable direct and newspaper advertising to make known that fact. And in all of these advertisements they used both of their pictures. In the course of a few weeks, when their faces had become well known they changed their advertisement and used a little catch phrase which linked up their former advertisements in a compelling way.

"You've Seen Our Pictures, Now Come and See Us" were the magic words that they used in all of their advertising. It was just a little idea, to be sure, but it attracted attention and that was what they were after.

TOLEDO MEAT COUNCIL FORMED.

The Toledo Meat Council, with a membership of 18 delegates, was organized last week at a meeting made up of retailers, packers and commission men of Toledo. Maurice Selligman, a representative retailer, was elected president of the new council, and A. Weinandy, secretary.

In the newly organized council the retailers will be represented by Maurice Selligman, H. F. Beegle, F. G. Leydorff, Dan Starsky, Phillip Provo, Phillip Rapp, Charles Hess, Alfred Meyers and Thomas Lattin. The representatives of the packers and others are: Clayton A. Landis will represent Armour & Co.; Leo Jacobs, Swift & Co.; Frank Folger, J. A. Folger & Co.; B. A. Berry, local packers; James Bauer and L. H. Van Wormer, commission merchants; Alfred Lewis, livestock men, and Morris Wise, car route agencies.

RETAIL MEAT INVESTIGATION.

(Continued from page 17.)

"These figures represent the average combined result for the group of 190 individual meat markets whose trade was primarily with family customers and the group of 17 chain store systems with 216 branches catering to the same class of trade. They include both carry and delivery stores, and accordingly the combined average result presents a general view of operating expenses and profits of the business as a whole in that portion of the trade commonly regarded as the typical retail business."

LOCAL AND PERSONAL.

E. Lunger has opened a butcher shop at Pleasanton, Nebr.

W. Williams has opened a new meat market at Antlers, Okla.

Charles H. Swift has opened a meat market at Hillsdale, Mich.

Henry's market has engaged in the meat business at Jetmore, Kans.

Alvah West started a meat market recently at Laingsburg, Mich.

Wm. Miller has engaged in the meat business at Belleville, Mich.

Wm. McGinn has engaged in the meat business at Neodesha, Kans.

Frank Passard opened a meat market recently at Deer River, Minn.

James A. Coats has bought the Hutchins meat market, Veedersburg, Ind.

The Thomas Market Co. has opened a meat market at Ishpeming, Mich.

Chris Nelson sold his meat market at Northfield, Minn., to John Rahman.

Ben Dunham will start a meat market at 1020 Gallia street, Portsmouth, O.

Holoubek & Bernasek have engaged in the meat business at Howells, Nebr.

G. Dickey has purchased the meat business of Harry Parker at Burr, Nebr.

Fred Cooper has established himself in the meat business at Riverton, Nebr.

W. J. Burt sold his meat market at Cedar Springs, Mich., to Hart & Strauss.

N. D. Rumsey & Son have engaged in the meat business at Maple Rapids, Mich.

The Campbell grocery and meat market, Delavan, Wis., has been destroyed by fire.

John P. Sullivan has opened his meat market at 406 Western avenue, Petaluma, Cal.

The Hipke meat market, Clinton, Wis., has been sold out to a firm from Beloit, Wis.

F. A. Tscheu has been succeeded by J. P. Boehm in the meat market at Barrett, Minn.

The Gerber Meat Co., 515 Market street, St. Louis, Mo., has opened a new meat market.

The Thomas Market Co., Negaunee, Mich., is to open a meat market on Healy avenue.

George E. Heim, Williamsville, N. Y., has bought the meat market of F. M. Grossart.

The National meat market, Dayton, O., will move to a new location at 18 East Third street.

Schoening & Sons have taken over the meat business at 2104 Clarence avenue, Racine, Wis.

The Palace market and grocery, Clay Center, Nebr., has been purchased by Clyde Cruise.

Emmett Hunt has purchased the meat and grocery business of Cruise & Moore at Osceola, Ark.

Joe Randle is erecting a new building and will install a stock of meats at Boise City, Ida.

Bun Guthrie and Will Crousen have taken over the City meat market at Marlow, Okla.

The Jerome meat market, Jerome, Ia., has moved to a new location at Main and Ash streets.

Kirkland Bros. have engaged in the meat and grocery business at 104 North Fifth street, Salina, Kans.

The Service Store Co. has opened in the meat and grocery line at 1021 West Eighth street, Topeka, Kans.

The James Meat Co., Seattle, Wash., has been incorporated by John E. Jones and Charles H. M. Fohrt.

A. J. Graydon will open a meat department in connection with his grocery business at East Troy, Wis.

Wm. Mohrhard has sold out his meat market at Coopersville, Mich., to E. H. Nixon and Ed Bolthouse.

The Weeks Fresh Meat & Provision Co., Rushville, Ind., has been sold to Jacob Steinmetz of Indianapolis.

Schemann, Rummel & Schemann, Inc., has been incorporated at Grand Rapids, Mich., to operate a meat market.

Angelo Attinia has opened up a new meat market in the Martin building on Bridge street, Fairmont, W. Va.

Robert Babley and A. T. Williams have taken over the California market, 117 South Arizona street, Butte, Mont.

Fred Vail sold his interest in the meat business of Vail & Howard, St. Johns, Mich., to his partner, Allen B. Howard.

A. J. Boland, Jackson, Mich., has bought the interest of his partner in the meat market of Boland & Rackliffe, 213 South Mechanic street.

W. F. Bauman and Otto Thole have opened the Home grocery and meat market at 16th street and Clinton avenue, Richmond, Cal.

E. B. Stetler, Clinton, Mich., has sold his meat market to Will Stewart and Fred Bailey who will carry on the business under the name Stewart & Bailey.

John P. Sullivan will open a meat market at the corner of Western avenue and Howard street, Petaluma, Cal., to be known as the Sullivan cash market.

James Oliver, Jackson, Mich., has sold his interest in the meat market of Oliver & Millerite to his partner, William Millerite, who will carry the business on as the Model market.

Operating Expenses and Profits In the Retail Meat Trade

As shown by investigation of the U. S. Department of Agriculture. Percentages calculated on basis of sales of 100 per cent. These figures cover both individual meat markets and chain store systems, and are for the calendar year 1919.

Groups.

Individual markets with family trade—

Annual sales:

Under \$25,000.....

\$25,000-\$50,000.....

\$50,000-\$100,000.....

\$100,000-\$200,000.....

Over \$200,000.....

All carry stores.....

All delivery stores.....

All individual stores combined.....

Chain stores:

Twelve carry systems.....

Five delivery systems.....

All chain systems combined.....

Individual markets and chain systems combined.....

Stores with large restaurant trade.....

Groups.	No. of stores.	Cost of goods.	Gross profit.	Net profit.	Total expense.	Refrigerator.	Salaries and other expenses.			Delivery Expenses.		
							Per cent.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
Individual markets with family trade—												
Annual sales:												
Under \$25,000.....	22	79.98	20.02	1.91	18.11	1.64	1.10	0.62	10.90	3.85	12	2.07
\$25,000-\$50,000.....	57	80.58	19.42	2.01	17.41	1.31	0.87	0.56	11.13	3.54	35	1.90
\$50,000-\$100,000.....	63	82.16	17.84	2.51	15.33	1.08	0.61	0.47	9.81	3.36	39	1.49
\$100,000-\$200,000.....	36	82.30	17.70	2.15	15.55	1.37	0.55	0.39	9.34	3.90	25	0.93
Over \$200,000.....	12	82.12	17.88	3.41	14.47	1.37	0.33	0.36	8.62	3.79	9	0.80
All carry stores.....	70	82.28	17.72	2.25	15.47	1.47	0.79	0.45	9.85	2.91	...	...
All delivery stores.....	120	80.57	19.48	2.13	17.30	1.25	0.79	0.56	10.68	4.02	120	1.64
All individual stores combined.....	190	81.14	18.86	2.17	16.60	1.33	0.79	0.52	10.40	3.65	...	...
Chain stores:												
Twelve carry systems.....	187	81.42	18.58	3.38	15.20	1.27	0.59	0.44	8.72	4.18	...	...
Five delivery systems.....	29	79.57	20.43	3.47	16.96	1.45	0.77	0.42	9.84	4.48	29	0.66
All chain systems combined.....	216	81.14	18.86	3.39	15.47	1.29	0.62	0.43	8.89	4.24	...	...
Individual markets and chain systems combined.....	406	81.14	18.86	2.29	16.57	1.33	0.77	0.51	10.25	3.71	...	...
Stores with large restaurant trade.....	24	84.57	15.13	2.95	12.18	0.73	0.29	0.58	6.86	3.72	22	0.85
											0.80	1.65

Harm Eisen is contemplating opening a meat market at Ridott, Ill.

W. F. and Robert Dossett will open a meat market at Stanford, Ill.

Edward Felchner has opened a meat market on South St. Louis, Ill.

The Urbana Packing Co. will open a meat market at Springfield, O.

R. Winand will open a meat market at Walton, N. Y., in the near future.

F. M. Frazier has purchased the Boston meat market at Guthrie, Okla.

John J. Brown has purchased the Central meat market at Natrona, Pa.

The Zarcone meat market at Islip, N. Y., is making many improvements.

The Corder meat market, Lockhart, Tex., was recently destroyed by fire.

The Chicago and Gillespie Meat Co. will open a meat market at Gillespie, Ill.

Salamone & Sons will shortly install another meat market at Rockford, Ill.

Bailey Bros. will open a new meat market on Central square, Youngstown, O.

Garver & Straub will open a meat shop at 131 Lexington avenue, Mansfield, O.

P. & S. meat market was recently opened at 907 Main street, Grinnell, Ia.

C. H. Newton will open a new meat shop at 213 East Grand avenue, Beloit, Wis.

The new meat market has been installed in the co-operative store at Bellevue, O.

Peirano Bros. have purchased the Calaveras meat market at Angels Camp, Cal.

Boesch & Huffman will add a meat market to their grocery store at Havana, Ill.

Armstrong & Co. have purchased Joseph Arrowood's meat market at Manistique, Mich.

The Sanitary Meat Co., at 1017 Elk street, Bellingham, Wash., was recently damaged by fire.

Many improvements are being added to the Nesbitt meat market, 273 Main street, Poughkeepsie, N. Y.

Paul Kohn has sold his meat market at 1256 State street, Salem, Ore., to W. E. Park and G. V. Pontious.

Shelby Bush has purchased a half interest in the meat business of Herbert Wise at Elizabethtown, Ky.

John G. Mugler has sold his meat market to the Selbys who will conduct the meat market at Clay Center, Kans.

New market will be installed at 217 East Garfield boulevard, Chicago, Ill., the first of May by the Chicago Beef & Provision Co.

Tedford Kahn, who operates a chain of meat markets throughout Brooklyn, will open a new meat shop at Rockaway Beach, N. Y.

Fred and Edward Guyette have purchased the meat market of F. L. Wood at 32 North Jefferson avenue, Battle Creek, Mich.

R. R. Nardine and C. A. Blankenburg of the Chicago Meat Market Co. will install a meat market on West Poplar street, Harrisburg, Ill.

Alfred L. Adams has purchased the meat business of Geo. and Guy Harwood at Salina, Kans., and will conduct the business at 148 North Santa Fe avenue.

TEXAS RETAILERS MEET.

The Retail Butchers' and Grocers' Association of San Antonio, Tex., held its first meeting of the year recently with about 200 members and guests present. The meeting was in the nature of a get-together and was preceded by a Mexican dinner at which President Ben Adler presided. As a good fellowship meeting to bring buyers, sellers and others together, it was a decided success. The result was it was voted unanimously that a similar meeting be held every 60 days.

RETAILERS' BOOKKEEPING.

Bookkeeping for retail meat dealers was discussed at the recent meeting of the Grand Rapids, Mich., Retail Meat Dealers' and Grocers' Association. The subject was opened by Paul Gezon. Herman Hanson gave a short address on "Co-operation Among Retailers."

BAKER SYSTEM

The Baker System of Mechanical Refrigeration protects your perishable food products—eliminates present losses through tainted meats, trimmings and spoilage. You can cut out the big ice bills, too.

There's a Baker System to meet every requirement—from 1 to 50 tons daily refrigerating capacity. You'll be surprised to learn how economically you can have better refrigeration. The saving in present losses will soon pay for the Baker System.

Write us about your requirements—Baker engineers are at your service without obligation.

Ask for Bulletin 42-D—It's free.

**Baker Ice Machine Co., Inc.
Omaha, Neb.**

Branch Offices in Thirteen Cities



CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

There was a slight improvement in the demand for fresh meats this week as compared with last, but the movement is still below normal. Lower temperatures throughout the week, together with higher costs on the livestock, forced prices on lamb, mutton and pork to higher levels, while veal and beef held about steady with a week ago. While offerings were fully ample for all demand, they were some lighter than last week.

Steer offerings consisted largely of medium and good grades, the bulk selling from \$11 to \$13.50. Few choice steers were available, but there was an ample supply of steers, grading at the top of good and selling from \$13.50 to \$14, which satisfied the best class of trade. There was considerable fluctuation in prices on steers selling from \$10 to \$13, as sellers were pressed hard for volume, and large buyers were bearish, forcing prices to unevenly lower levels at times. The cow supply consisted largely of common and medium grades, while the greater part showed considerable age. They also showed results of good feed. Although many of the lighter-weight cows sold in straight carcass to the butcher trade, a larger percentage sold in cuts. Ribs and loins of all grades were very slow at unevenly lower prices. Chucks and rounds moved fairly well, with preference shown for cows rounds selling to the boning trade at \$9.50 to \$10 and boning chucks at \$6. Demand for bologna bulls was slow and prices are from 50c to 75c lower than a week ago. Under a fair demand, kosher beef prices held about steady with last week's closing.

Moderate offerings of calves met with demand sufficient to hold prices fully steady with a week ago. General quality was good, with a small percentage of common grades.

High cost of live lamb forced dressed prices to much higher level. However, with the advance in prices, the demand decreased materially, with many butchers practically eliminating lamb. This naturally had a bearish effect on prices and movement, which became very narrow at the week's close. Prices are closing for the week generally \$2 higher than a week ago.

With supplies moderate and demand fairly good, especially for desirable butcher

sheep, prices on mutton advanced generally \$1 on medium and good grades, while common shows no change from a week ago.

While offerings of pork in sight were only moderate, they were ample for the demand. Sellers worked hard to advance prices to unevenly higher levels, but the demand was not sufficient to sustain their efforts, resulting in only moderate advances in prices being made for the week.

Compared with last Friday, steers and cows steady to 50 cents lower; bulls, 50 cents to 75 cents lower; calves, steady; lamb, \$2 higher; mutton, steady to \$1 higher. Pork loins, \$1 higher; skinned shoulders steady to 50 cents higher; picnics steady; Boston butts, steady to 50 cents higher, and spareribs 50 cents to \$1.50 higher. There will be a moderate carryover of beef, veal and lamb, and a fairly liberal carryover of pork, consisting largely of late arriving cars.

PACKER PRIZES AT STOCK SHOW.

Competition for the special prizes for carlot classes offered by the Committee on Improved Livestock Breeding of the Institute of American Meat Packers aroused much interest at the recent National Western Stock Show at Denver. The purpose of the awards for this classification is to encourage the use of pure-bred sires on the range and the improvement in the breeding of livestock coming to market.

For Sausage Makers

BELL'S

Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.
BOSTON MASS.**

New York Section

S. S. Doane, beef cutting department, Swift & Company, Boston, was in town this week.

J. W. Wilke, branch house manager, Wilson & Company, Chicago, was in New York this week.

The Wilson Fellowship Club of New York will hold their meeting for the election of officers next Tuesday.

S. B. Cook, insurance department, and J. Calder, industrial relations department, Swift & Company, Chicago, were in New York this week.

A. W. McLaren, superintendent traffic department, and E. G. Steer, traffic department, Morris & Company, Chicago, were in New York this week.

G. V. Brecht, president of The Brecht Company, St. Louis, arrived in New York on the steamer Huron on Friday of last week from an extended tour of Europe and South America.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending February 11 on shipments sold out ranged from 10 to 13.50 cents per pound and averaged 12.18 cents per pound.

On Thursday evening of last week, Frank P. Burck of Brooklyn, ex-president of the Brooklyn branch, United Master Butchers, celebrated his 59th birthday by a dinner at which the following friends participated: Mr. and Mrs. A. F. Grimm, Mrs. C. J. Causey, Mr. and Mrs. Chas. Tiedeman, Mr. and Mrs. Chipp, Mr. and Mrs. Hoffman and Mr. and Mrs. Beckman.

The number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, February 11, are reported by the New York City Health Department as follows: Meat—Manhattan, 1,283 lbs.; Brooklyn, 23 lbs.; Richmond, 40 lbs.; Queens, 30 lbs.; total, 1,376 lbs. Poultry and game—Manhattan, 216 lbs.

Secretary Philip Ermann of the Washington Heights Branch, United Master Butchers, states that the attendance at the meeting on Tuesday evening was probably the largest since the organization of this branch. Members in good standing received the emblem souvenir which is to be used in connection with the advertising in a local newspaper asking the public to patronize master butcher stores. The plate glass fund committee reported very few breakages and the funds increasing. The committee for the ball which is to be held next Wednesday at Floral Garden, 146th street and Broadway, reports great success and states that much credit of the advertising campaign for the program is due to the advertising agent, Henry Hemleb. A new committee, former president G. W. Beck and Edwin Schmeltzer, has been appointed to represent the branch in the Meat Council. The branch has added ten new members to its list since the first of the year.

Business manager Fred Hirsch of the Bronx Branch states that despite the inclement weather of Wednesday there was large attendance at the meeting. There was a demonstration of a slicing machine and the mutual fire insurance plan for members only was started. The plate glass fund declared a dividend of 66% per cent. This branch has in contemplation for the near future an employment bureau of its own.

Oscar G. Mayer, vice-president and general manager of Oscar Mayer & Co., Chicago, has been in New York this week, the object of his visit being the inspection of the New York branch of the company.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

A firmer tendency was noticeable on all classes of fresh meats this week. While trade in general has been dull and showed little improvement over last week, the market was on a generally stronger basis. Advances were registered on all classes, except veal, which showed some weakness toward the close. Monday was a holiday in New York, but this had little apparent effect on the trade.

Receipts of beef were somewhat lighter than last week, and, despite a slow trade, the market was generally firm. Buying was largely on a hand-to-mouth basis, but wholesalers have been insistent on higher prices in line with advancing live costs. Steers were largely of medium and good grades, few of choice grades being offered. Cows continue to be in relatively better demand than steers.

Compared with one week ago, Boston is steady to slightly higher on steers and 50 cents higher on cows. New York strong to \$1 higher on steers, with cows steady, and Philadelphia \$1 higher on steers and 50 cents to \$1 higher on cows. While receipts of bulls have been light, they were in poor demand, prices closing 50 cents to \$1 lower at Boston and barely steady elsewhere. Kosher beef prices were generally unchanged for the week, with a fair demand.

The veal market opened \$1 to \$2 higher than last Friday at Philadelphia, and generally steady elsewhere. While prices ruled generally steady during the greater part of the week, there was lower tendency toward the close, due to a poor demand and some accumulation of supplies. Philadelphia is closing unevenly steady to \$1 higher, with prices about steady elsewhere.

Receipts of lamb were light to moderate and prices for the week ruled firm to higher. Demand during the latter part of the week was considerably better than earlier, although prices did not advance materially over those prevailing Monday. Light and handyweight lambs moved more freely than heavier weight. Compared with last Friday, Boston is steady to firm, with New York and Philadelphia strong to \$2 higher.

Strength in the lamb market put mutton values on a stronger basis, liveweight kind being affected to the greatest extent. Heavy mutton was draggy, while there was a fair demand for light and handyweights. Compared with one week ago, Philadelphia is steady, Boston \$1 higher and New York \$3 to \$4 higher.

Moderate receipts, with a fair demand and higher live hog prices were contributing factors to a higher fresh pork market. Compared with one week ago, Boston is \$1 to \$2 higher, New York \$2, and Philadelphia \$1 to \$3 higher.

Boston is closing fairly active at steady prices, with choice lambs \$1 higher. There will be a good clean-up on all classes. Colder weather at New York resulted in a somewhat broader demand, and all classes of fresh meats closed firm to unevenly higher. Supplies are well cleaned up. Philadelphia closed strong on beef, lamb, mutton and pork and steady on veal. There will be a light carryover of beef, with other classes well sold out.

WHOLESALE DRESSED MEAT PRICES.				
	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$14.50@15.00	\$.....@.....	\$14.00@.....	\$13.50@14.00
Good	13.00@14.00	12.00@12.50	13.00@13.50	12.00@12.50
Medium	11.50@12.50	11.50@12.00	11.00@12.00	11.50@12.00
Common	9.00@11.00	10.50@11.00	10.00@11.00	10.50@11.50
COWS:				
Good	10.00@11.00	10.00@10.50	10.00@10.50	10.00@11.00
Medium	9.00@10.00	9.50@10.00	9.50@10.00	9.50@10.00
Common	7.50@ 8.50	9.00@ 9.50	9.00@ 9.50	9.00@ 9.50
BULLS:				
Good@.....@.....@.....@.....
Medium .....	.....@.....	7.50@ 8.00	8.50@ 9.50	9.00@10.00
Common	7.00@ 7.25	7.00@ 7.50	8.00@ 8.50	8.00@ 8.50
Fresh Veal—*				
Choice	17.00@18.00	.....@.....	.....@.....	20.00@21.00
Good	15.00@16.00	.....@.....	16.00@18.00	18.00@20.00
Medium	14.00@15.00	14.00@15.00	15.00@16.00	16.00@17.00
Common	12.00@14.00	12.00@13.00	12.50@14.00	12.00@15.00
Fresh Lamb and Mutton—				
LAMBS:				
Choice	29.00@30.00	26.00@27.00	28.00@29.00	28.00@29.00
Good	27.00@28.00	25.00@26.00	26.00@27.00	26.00@28.00
Medium	26.00@27.00	24.00@25.00	24.00@25.00	24.00@25.00
Common	23.00@26.00	21.00@22.00	21.00@23.00	22.00@23.00
YEARLINGS:				
Good@.....@.....@.....@.....
Medium@.....@.....@.....@.....
Common@.....@.....@.....@.....
MUTTON:				
Good	17.00@18.00	13.00@14.00	17.00@18.00	17.00@19.00
Medium	15.00@16.00	9.00@10.00	15.00@16.00	14.00@16.00
Common	10.00@13.00	.....@.....	14.00@15.00	12.00@14.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	16.00@18.00	18.00@18.50	18.00@19.00	19.00@20.00
10-12 lb. average	16.00@17.00	17.50@18.00	17.00@18.00	18.00@19.00
12-14 lb. average	15.00@16.00	16.00@17.00	16.00@17.00	16.00@17.00
14-16 lb. average	14.00@15.00	15.00@16.00	15.00@16.00	15.00@16.00
16 lbs. over	13.00@14.00	13.00@14.00	14.00@15.00	14.00@15.00
SHOULDERS:				
Plain@.....@.....@.....@.....
Skinned	13.00@14.00	.....@.....	13.00@15.00	14.00@15.00
PICNICS:				
4-6 lb. average	12.50@13.00	14.50@15.00	.....@.....	14.00@15.00
6-8 lb. average	12.00@12.50	14.00@14.50	13.00@15.00@.....
BUTTS:				
Boneless .....	.....@.....	.....@.....	15.00@17.00@.....
Boston Style	14.50@15.50	.....@.....	15.00@17.00	16.50@17.50

*Veal prices include "hide on" at Chicago and New York.

Use UTILOID Meat Labels
and do away with branding iron
and rubber stamp.

The Ideal Method of Branding

OUR METHOD is quickest and most economical.
OUR METHOD leaves clean and clear brand.
OUR METHOD affords best advertising, as any design may be used.
OUR METHOD has been adopted by a large number of packers, some of whom have been using our labels for several years.
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SAVE 1/3 TO 1/2 ON VATS
"Ideal" Storage Vats
For Pickling and Curing Purposes
Capacity 170 Gallons
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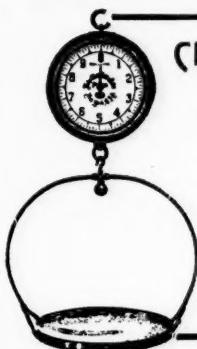
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1750 Standard of the World 1921
THE BEST THEN THE BEST TODAY

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CHATILLON Butcher Scale—The Reliable

Wherever you go, among butchers and packers, you always find CHATILLON Butcher Scales. Satisfactory operation is the answer. CHATILLON Butcher Scales are kept up to their high standard by superior workmanship and dependable materials.

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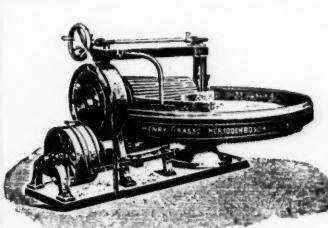
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A HIGH GRADE CAN WITH YOUR BRAND LITHOGRAPHED IN BRIGHT, SHARP COLORS, IS AN ADVERTISEMENT FOR YOUR BUSINESS LONG AFTER THE ORIGINAL CONTENTS HAVE BEEN REMOVED.

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"Original Holland" Margarine Machinery

Sold in America only by the
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Thomson & Taylor Company

Recleaned Whole and Ground
Spices for Meat Packers
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